

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful



MARCH 15, 1939



Polygonum Auberti

**Garden Supplies Provide Extra Profit
Polygonum and Some of Its Kin
Plants Little Known in Nurseries
Special Train to Portland**

AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

F. R. KILNER, Editor

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SPRING SALES.

Frequent assertions have been made by nurserymen in recent years that more attention is due to the selling of nursery stock than to its production. The thought is present in the minds of many more, a good many of whom rest in the hope that someone will find a way out.

But it is not so easy as that. No outside or coöperative agency will ensure that you individually will sell all your stock and at a profit, any more than the results of research at our experiment stations make it certain that you will harvest an abundant crop of high quality.

Just as each grower must tend closely to the cultivation of his own fields, so each nurseryman must devise methods to make sales of his stock.

With the busy gardening season close at hand, attention is demanded to this matter if the best returns are to be obtained. Don't be content to let the public come to you for plants. Go out after customers. Make plans to push sales. What you do yourself is more important to you than what anyone else can provide in assistance.

FREEDOM OF TRADE.

In the centuries-old countries of Europe, mountain ranges and unbridged rivers formed physical barriers when transportation was slow and commerce was undeveloped. Those barriers became national boundaries and have persisted up to the present, with consequences that are all too apparent today.

In this country, rivers and mountain ranges formed few of the bound-

The Mirror of the Trade

aries of our states as they were set up. Across the flat areas of the country the state lines were largely arbitrary. But since then, in numerous instances, governmental authorities have set up artificial trade barriers as troublesome as the physical ones of the old world.

So numerous have such instances become that they have demanded attention from those who seek freedom of trade. The conference of state governors has given the matter particular consideration. In this issue account is given of a special report on the subject by the bureau of agricultural economics to the Secretary of Agriculture. The phase that concerns nurserymen was the subject of detailed discussion at the meeting of scientists at Richmond, Va., in December and of the meeting of state regulatory officials at Washington, D. C., last month. The special committee of the A. A. N. on trade barriers, appointed last year, has done notable work in bringing the problem farther out into the open.

The Council of State Governments, which will meet in Chicago, April 5 to 7, has called a conference on the subject of trade barriers, following up the declaration of the governors' conference last autumn.

Since so much concentrated thought has been brought to this subject in recent months, the time seems here when nurserymen should persist that a solution may be found.

SETTING A NEW HIGH.

This number of the American Nurseryman carries the most advertising of any issued since the new management started to bring the publication out of the depression six years ago. Whether that is an indication of nurserymen's activity in buying for a banner spring business, or whether it reflects the progress in building up the magazine, it is noted with equal satisfaction. It accompanies an all-time high in circulation, as well. From a business point of view, the result is summed up in this recent statement in a letter from an advertiser: "We have received many excellent returns from our advertisements in your magazine and consider it a vital part of our advertising program."

POLYGONUM AUBERTI.

Polygonum Auberti, one of the more useful and ornamental members of the smartweed family, is known under the various names of silver-lace vine, fleece vine, Chinese fleece vine and lace vine. It is a hardy and fast-growing vine, valued for its graceful growth and loose clusters of white flowers in late summer.

This climber, with its fragrant greenish white flowers, is excellent material for covering a fence or trellis. In late summer and early autumn the small white flowers, which grow in long erect or drooping clusters near the top of the plant, are produced in abundance, sometimes completely covering the plant. These features, combined with the 2-inch to 3-inch oval leaves, make a vine that is a beautiful cover for most any situation where a climber is desired.

The cover illustration of P. Auberti, while showing in some detail the flowers, leaves and fruit, is hardly characteristic of the plant in that it does not show the profusion of blooms near the top of the vine. So numerous are these blooms that the leaves are often obscured from view.

P. Auberti, if pruned carefully when necessary, can be trained on the same trellis or other support with climbing and pillar roses. The abundant masses of white flowers, which take on a pinkish tinge as they age, will provide a second profusion of blooms after the roses.

This vine is neat and slender-stemmed, but is quite capable of rapid growth, and it will make a showing in a short time that is equaled by few climbers. When given a branched cedar pole for support, it soon piles upon itself and forms a large, informal mass. It can be trained to grow over a thin or scraggly tree, or to clothe a stump.

This polygonum is perfectly hardy and thrives in ordinary soil, though it prefers loam and full exposure. The literature recommends it as being hardy from Pennsylvania, southern Illinois and Missouri southward. However, it has been known to survive winters that are not too severe as far north as Chicago.

Propagation is by seeds or divisions of the plant.

AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

The Chief Exponent of the American Nursery Trade

*The Nurseryman's Forte:
To Make America More Beautiful and Fruitful*

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MARCH 15, 1939

No. 6

Garden Supplies Provide Extra Profit

*The Sales Building That Features the Up-to-date Retail Nursery Has
a Display Room Offering Garden Supplies and Equipment to Customers*

To welcome the many motorists who drive out to neighborhood nurseries to pick out plants to carry home to their gardens, sales buildings or display rooms are becoming an essential part of such retail enterprises. In numerous instances these have become actually retail garden shops, for the reputation and prestige which draw customers for their perennials, shrubs and trees act also as a recommendation of garden tools, supplies and equipment that nurserymen offer for sale.

The public has come to realize that by selecting growing plants and paying a better price for them at the nursery, it is more certain of gardening success than buying through channels not specially equipped to handle nursery stock and without the personal backing of the grower. The automobile has made easy the access to the neighborhood nursery—often it is nearer than a downtown store.

Then, too, the buyer can get valu-

able information about planting and caring for the stock at the time he or she buys it. The nurseryman is a successful grower—his livelihood depends on that—so what better authority on the subject can the amateur gardener find? The nurseryman keeps abreast of the times, knows the best varieties and the latest introductions in plants, has first-hand and practical information regarding insecticides, fungicides, spraying equipment, fertilizers and the endless variety of things that are components of the garden or needed in gardening operations.

Not only is the nurseryman better posted on gardening than a store clerk could be, but he is there to "take it" if his advice does not lead to success. So he must be careful and accurate in his recommendations. Because of that, his prestige with the gardening community is high, and his recommendations carry the weight of the well informed.

Another good reason for the neighborhood nurseryman carrying a display of garden merchandise for sale is that it brings customers back again. Perhaps when they make a purchase of plants early in spring they do not have the foresight to provide themselves with clippers, sprayers or what-not. In a few weeks they are back, recalling that they saw these tools in the nursery sales room. This may be repeated throughout the summer, as insect raids or garden problems occasion new demands. At such time the customer may see roses or other shrubs blooming in pots, perennials that may be moved to make an immediate show in the garden, shrubs in bloom or trees in foliage that are noted for purchase another season. By bringing the customers back to purchase garden supplies, the nurseryman has the opportunity to sell them more nursery stock.

Moreover, there is created a bond



Sales Building of Kansas Nursery with Air-conditioned Office and Storage Cellar in Rear.

of good-will between the amateur gardener and the nurseryman as professional guide. Their common interest is developed, and the enthusiasm for gardening which is aroused in spring may be sustained through the growing season, instead of abating or lapsing altogether as summer advances. The continued contact which the service garage affords the automobile sales agency with its customers is no more valuable than the bond maintained between the nurseryman and his customers by the sale of the things needed for garden maintenance.

At the same time, there is a profit to the nurseryman in dollars and cents on the merchandise he moves. If the buyers understand that he displays only recommended merchandise, there is little sales effort needed. As the amateur gardeners realize their needs, they seek this dependable source of supply.

The extent of the wares offered by the nurseryman depends upon the space available in his display room or sales office. He stocks staple lines, not knick-knacks or novelties that are on the counters of drug stores and hardware stores. What he offers should be of the best, because it bears his recommendation. He will not stock all brands of insecticides, but those he recommends for various purposes. Tools are all of substantial and durable character, not the 10-cent store variety.

A rack of packet seeds of high quality may be installed early in spring. Gladiolus bulbs in cellophane packages are easily handled. Lawn seed of the best grade should be an important item, because trees and shrubs sold by the nurseryman are enhanced, or the reverse, by a lawn they border. In some cases, flats of annuals are offered, as well as house plants in pots.

Garden tools are important, from the trowel and watering can to lawn mowers and lawn rollers if the line is extensive. Grass clippers, pruning knives and shears, hedge trimmers, turf edgers, rakes, spades, plant supports, labels and markers, lawn sprinklers, rubber hose, nozzles, hose reels and gloves are among representative items. Fertilizer spreaders, tree pruners and saws, gazing globes and weed killers are other possibilities.

Sprays for the various types of garden insects form an important

line, as well as dusts and sprays for the fungous diseases that cause trouble. Supplementing these should be sprayers and dusters of small size at such moderate price as is consistent with good quality.

As the line of merchandise expands, garden ornaments may be included, such as bird houses and bird baths, trellises, decorative markers, garden pottery and furniture, perhaps stone for rockeries.

Fertilizers are better indicated by display placards than stocked in the sales room, for few are without odor. Here the recommendation of the nurseryman is usually required, so that the order is easily written without showing the merchandise. Peat moss is an important item, as most home gardens need it either as a mulch or to lighten the soil.

In choosing his stock, the nurseryman should be well informed on what is available and choose merchandise which will be worthy his recommendation and enhance his prestige as a professional guide. Sources of supply, if not known to any reader, can be learned by writing to the editor of this magazine.

ERNST NURSERIES.

Six years ago, when a branch office of the Ernst Nurseries was opened at Muncie, Ind., an attempt was made to render the buying of nursery stock more attractive to customers. In the realization that the trend today is toward personal sales by means of the automobile, adequate parking space was considered a prime requisite in the nursery layout. Accordingly, fifteen acres of land, just two miles from the city limits, were laid out along a state highway with a U-shaped drive giving easy access to the office building and nursery, as is shown by the upper left view in the accompanying group of illustrations. This is a good close-up view of the entrance and drive.

Space on this driveway, as well as along the entire west side of the building, permits ample parking. A lane continues around to a service court in the rear, where plants may be loaded into automobiles with ease. Adjoining this court are blocks of sizable evergreens in numerous varieties, heeled in for quick sales, as shown in the upper right picture.

Wide paths between the blocks re-

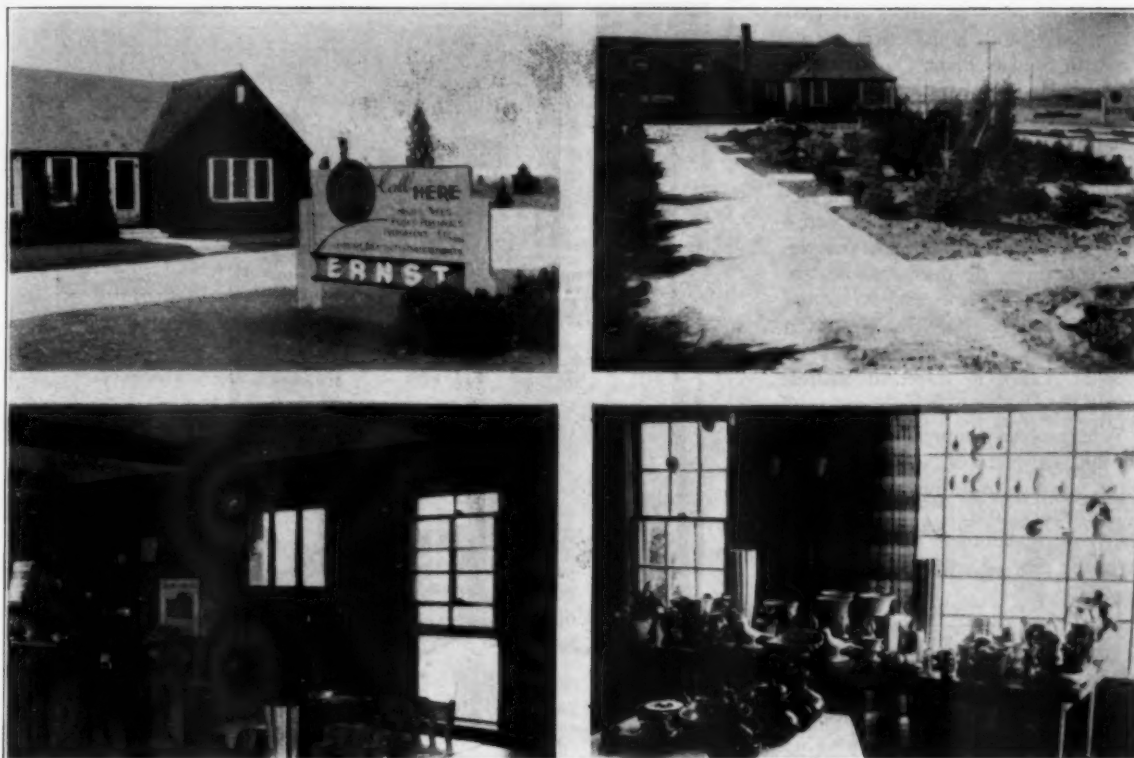
ceive a coating of sawdust each spring in order to make walking easier. For those customers who wish to drive into the field to select plants, a single-track roadway has been provided. Stock has been planted in small blocks in the field to facilitate the taking of inventory and to aid frequent check-ups in preventing the accumulation of large surpluses.

Framing the graveled drive along the highway is a smooth lawn, which leads the eye to the brown frame office structure with a conservative evergreen planting around its base. Inside are private offices and sales, or display, rooms. The picture at the lower left shows one view of the display room, and the picture at the lower right is another view of the same room showing the display of pottery. These two views also reveal the construction of the inside of the office.

The commodious display room is paneled in pecky cypress, the wood being laid in vertical strips and left without varnish or other finishing treatment. The rough beamed and plastered ceiling blends harmoniously with the wall finish, and together they form an attractive background for the brilliant pottery and glass and the decorative metal flower stands in the room.

Glass shelves, holding pottery and potted plants, are supported by metal brackets at the large windows which meet at one corner of the room. Homespun drapes in tones of orange and brown frame the two windows and are in keeping with the electric fixtures, which are of simple early American design, with wide-spreading metal shades. Plain wooden shelves behind a paneled counter hold bags of grass seeds and turf builder in season.

Painted labels in the perennial garden have been completed and have proved a great help in retail selling and also in taking inventory. The labels are of sheet metal, measuring 3x5 inches, and are supported by a 24-inch rod. These are driven into the ground at a corner of each perennial block, projecting high enough to make the sign readable without stooping. The labels are tilted backward, also, to facilitate reading. Letters are black on an aluminum background. Retail prices are added to the labels in pencil before the spring trade begins each year.



Views Inside and Outside Sales Building of Ernst Nurseries, Showing Attractive Display of Merchandise.

The perennials occupy a frontage of about 100 feet along the state road, and the garden has been considerably enlarged this year to accommodate new varieties. It now extends some 300 feet back from the highway. An attempt has been made to keep the low-growing plants toward the front, grouping the taller flowers away from the road, so that passing motorists may gain a comprehensive view of the whole area. An overhead sprinkling system has been set up at 50-foot intervals and will cut to a minimum any loss from drought.

Not to be outdone by these sales appeals, the landscape design department has been making colored plans and elevation sketches of houses planted, showing the proposed foundation plantings in place. This service, at a modest cost, has been offered to other landscape men and, where used, has proved of great value in selling a landscape job. When a client has seen a sketch showing forms, colors and proposed locations of the plants he is purchasing, he does not feel so much in the dark about his buying. Most clients wish to have the sketch to frame for

their home; when the planting is completed, the colored plan, drawn to scale, is given to the client as well. No names of varieties are included on the rendered drawings, the estimating and selling being done by referring to an accompanying typewritten list of plant materials, which the salesman does not surrender until the job is sold. If the piece of work is large enough to warrant the expense, a blueprint is then drawn up, including names and sizes of plants.

Seven years ago land where the nursery now stands was farm area; today it supports a business employing a force varying from twenty-five to fifty persons, including experienced workmen in plant materials, an office force composed of young people trained in an accredited business college, and a design department having two university-trained landscape architects. It is equipped to handle landscape work of all descriptions, including spraying, pruning, large tree moving, designing, planting and construction work of all kinds. A comprehensive service, which makes every customer a repeat customer, is being aimed at, with new emphasis on maintenance. Com-

plete service is offered, from the design of property through its planting, as well as year-around lawn, shrub and tree maintenance. The mailing of periodic landscape letters help customers appreciate better landscaping.

Educating the public is to become one of the nurseryman's chief duties in the future, believes Devol Ernst, so as to teach customers the difference between good and bad design, between good and bad merchandise and between good and bad workmanship. This education, besides monthly landscape letters, may take the form of catalogues as veritable handbooks on all phases of landscape work, newspaper articles, better display advertisements, periodic letters of advice and instruction to builders of new homes, illustrated talks to organizations, colored motion pictures and other media.

SHOW PLANT PICTURES.

Pictures of plants showing their flowers in natural colors are of inestimable value in making sales of dormant stock. Particularly is this true with regard to roses.

Using a cleverly constructed revolving stand, carrying pictures of 200

varieties of roses in color, arranged numerically and alphabetically, the Germain Seed & Plant Co., Los Angeles, Cal., stimulates early sale of dormant roses. An illustration like that on this page, showing the stand, was used recently in the Downtown Shopping News, together with a sectional view of the Hill street store's rose department. The bins in the store containing the dormant roses are numbered, so that stock may be located quickly. Further publicity was given the rose chart through its use by William Clark in a recent address before the Pacific Rose Society.

Where a limited number of varieties are sold, the pictures might be mounted on placards to be hung on the wall or set on stands. The customers' ability to make their own selections saves the time of salesmen in booking orders.

LONG ISLAND CLUB DAY.

The seventh annual garden club day of the Long Island Nurserymen's Association was held at the Garden City hotel, Garden City, N. Y., March 1. At the business meeting held in the morning the main feature was a discussion of the problems of community nurseries and their interference with the business of legitimate nurserymen.

Approximately seventy guests, all members of garden clubs, were present at the afternoon session. The guest speaker, Charles Downing Lay, landscape architect, Hortus, Inc., New York, told of the progress made to date of Gardens on Parade at the New York world's fair. He told of the difficulties encountered and what the visitor will see when the fair opens.

Paul Vosberg showed a small part of his large collection of colored slides and gave comments on them.

The meeting closed with a question box conducted by George E. Hart. Questions were answered by a board of experts consisting of Henry Hicks, Jac Bulk, Peter M. Koster and G. Clifton Sammis.

OUTDOOR LIFE SHOW.

The second North American sports, garden and outdoor life show, which opened February 17, at the Armory, Baltimore, Md., saw the nursery trade well represented by many prize-winning exhibits.

Towson Nurseries, Inc., Towson,

Md., was represented in the garden section with a delightful outdoor living room named "Azaleas and Rhododendrons at Home." The background was of hemlocks, pines and cedars, rhododendrons, azaleas and double-flowering peach, with ferns, cypripediums and spring flowers surrounding an inviting bench at the end of a path edged by andromedas and perennials. Towson Nurseries, Inc., was also represented by a woodland scene of perfected detail, "Flame on the Mountain." In the background, rocks were arranged realistically with a mountain stream, dead leaves and gnarled logs, while laurel and rhododendrons in luxuriant bloom completed this unusual exhibit. Both the Towson exhibits received blue ribbons.

A delightful atmosphere of the outdoors was developed by the Warner Landscape Service, Baltimore, in the class "Beside a Spring." On the left was a woody spring, with ferns, wild flowers and dead leaves. At the extreme right was a tumble-down stone springhouse with aged shingles, also spring flowers, white lilac and blooming shrubs, with a leafless tree and pines and cedars forming a background. Mr. Warner won a blue ribbon in this class.

Andrew Simmon, landscape architect, Towson, exhibited a charming alpine garden, with moss-covered rocks edging a tiny mountain stream that trickled into a deep rocky pool. Alpine plants, azaleas, primulas, columbines and a background of tall pines and hemlocks brought a blue ribbon to this exhibit.

Philip B. Welsh & Sons, Reisterstown, used a space of 430 square feet to depict "Springtime," using a background of pines, cedars and hemlocks. A pool edged with daffodils, an artistic arrangement of spring flowers, tulips, hyacinths, bluebells and flowering shrubs brought a blue ribbon to this firm.

The Shipleys, Towson, who specialize in alpine plants and perennials, presented "Where the Columbine Grows." The background of hemlocks and cedars extended in a semicircle, and in this nook was a lovely pool, with columbines, alpine plants, crape myrtle and perennials artistically arranged. A blue ribbon was awarded to this lovely arrangement.

TWO greenhouses, 25x100 feet, are being erected on the property of the Ernst Nurseries, Yorktown pike, Muncie, Ind.



Revolving Stand of Rose Pictures Aids Customers' Selections.

Polygonum and Some of Its Kin

Second and Concluding Article on Smartweeds, a Family Which Contains Plants of More Than Ordinary Ornamental Value — By C. W. Wood

In addition to polygonum, which we examined in the preceding issue, the buckwheat family contains several other genera of garden value, some of them being quite out of the ordinary and, therefore, of value to the grower with a clientele of novelty seekers. Speaking from the systematists' point of view, the genera most closely related to polygonum are the docks and the true buckwheats. The latter are of little or no interest to the ornamental gardener, of course, and the docks, being mostly weeds or economic plants, are not often thought of in a decorative sense, but two or three might find a place in our work.

Rumex occidentalis, from the west, is the only native species that I recall at present which has much to offer the gardener, and it is quite dock-like in appearance, though it does have a pleasing appearance during the fruiting season, when it displays its showy calyces on 3-foot stems. Another species, *R. roseus*, growing naturally from Egypt to Persia and, therefore, only suited to the warmer parts of this country, is said to be of value for the same reason. Perhaps the most ornamental of all the available docks is *R. Hydrolapathum*, of Europe, which gives a bold, tropical effect when planted in moist places, as along stream banks, where it can get its roots in water and send up its lofty stems to a height of five or six feet. Its great stature and luxurious leaves, up to two feet in length and broadly oblong-lanceolate, are its main attractions.

We enter an entirely different atmosphere when we step from the docks into another branch of the buckwheat family, the eriogonums of western North America. The differences exist not only in the general make-up of the plants, as in the generally woolly leaves in eriogonum, but in their ornamental value as well. In *rumex* we have to look long for a species that deserves garden space, but in eriogonum one does not have to go far to see how fine a buckwheat can be. Naturally, one should expect to find a few poor plants in a genus of 150 or more distinct kinds, but of the fifty or so that I have grown

there has been none, except a few annuals, that I should not be glad to give garden space. They are valuable not only for their beautiful woolly leaves and for their ease of culture (many of them are near-desert plants that are easily suited in a dry soil), but the most ingratiating feature to me is the summer-blooming habits of many of the species. Neighborhood growers will, I am sure, find much valuable material in the groups. I shall mention only a few kinds, restricting descriptions to the ones that are likely to be the most readily available, but interested growers are urged to try any others which may come to light from time to time. They are little-known plants, seldom appearing in lists, and the best of them may not yet be in commerce.

The one eriogonum that seems to have got around much among gardeners is *E. compositum* from the northwest. It makes a mat-like shrubby growth of densely woolly foliage, which is ornamental in itself, and starting in July, its compound umbels of usually pale yellow flowers (it varies from seeds from different parts of its range from cream through yellow to pink) add the finishing touches to a really good plant, but that is only half the story, however, for it usually continues in flower until heavy frosts cut it down.

Type *E. heracleoides* is a good plant for a dry sunny slope, where it will clothe the soil with a 15-inch wide mat of leaves, green above and silvery, downy beneath, and all during the summer it will add for good measure its offering of masses of creamy yellow flowers. Even better, though, is its variety *rosea*, which has replaced the former's creamy flowers with a splendid shade of pink. I have not grown the latter from seeds and should not expect it to come entirely true, but it, like others of its kind, may be increased by layering and no doubt from cuttings.

A plant that I have had from three or four sources as *E. ovalifolium* is about the best of the lot if small size is stressed, though that is not its only recommendation by all means. McCully speaks of it as growing two

inches high when found at 12,000 feet on granite peaks in the Sierras, but my material has been about double that height, but still makes dense, silver tufts of leaves and spreads out its compact, woolly heads of pink flowers all summer long. It has a reputation of being rather finicky under eastern conditions, but that must be founded on trials in heavy soil, for I find it easy to grow and permanent in a soil made up mostly of sand and in full sun. It is a splendid rock garden plant and will surely become popular when better known. Its variety *depressum* is spoken of as forming "rosettes of round, felt-like leaves that tint handsomely in fall, while numerous heads of lemon-yellow flowers, fading to pink, are carried throughout the summer." All of which sounds like variety *depressum* would make a good garden plant if we could only get it.

A little bushy shrub, to a height of eight inches, with tiny leaves covered with silvery down and large heads of pink flowers during midsummer, which I have had under label of *E. niveum*, is one of the joys of the race. If the old saying which tells us that "beauty is as beauty does" is true, this plant is about perfect, for I recall no other at this moment that can be so lovely under the adverse conditions which seem to make *niveum* its best. Get it established in a meager soil in full sun and it will make a lifetime ornament of far more than ordinary merit.

Two years ago I received an eriogonum from a Washington grower under label of *E. umbellatum* which I have come to think well of. It makes a compact bushy growth about six inches high, clothed in deep green leaves, and carries deep yellow flowers in summer. That makes a splendid plant, but its beauty does not cease when the flowering period ends, for with the approach of winter the leaves take on the most bewitching shades of red, mahogany, etc.

Although eriogonums are now quite unknown in gardens, especially in the east, I bespeak for them a hearty welcome when gardeners come to know them. It is unnecessary to

dwelt here further on their merits, but I should like to urge all interested in summer-blooming plants to try the genus as it becomes available.

Because one of the rheums, *R. Rhaponticum*, is known to all gardeners as a vegetable garden plant, the entire genus seems to be put in that category in the popular mind. And thereby we are missing one of the most impressive of hardy plant groups—a genus in which luxurious, tropical-looking foliage is combined with the impressiveness of their towering flower panicles. Even the common rhubarb is a good ornament, especially in a moist spot, as at the margin of a bog garden, where it takes on a special luxuriousness in the deep, rich, moist soil of those quarters.

Far better, however, is *Rheum emodi*, from the subalpine regions in the Himalayas, which may grow as high as ten feet under good culture. Its large leaves have a dull coppery sheen, giving the plant a peculiar charm, and its purple flowers in spreading panicles add the finishing touches to an out-of-ordinary plant. I have always eventually lost it during the winter in northern Michigan, no doubt because it is slightly tender for this climate, but I should expect it to be hardy in all except the coldest parts of the country. The latter is also true of *R. Ribes*, which I had in seeds from a missionary in Persia a few years ago. It grew about four feet high, with rather heart-shaped leaves about a foot across, but its most showy character was the fluttering clusters of blood-red fruits all during late summer. If seeds could be found, I believe this would make a good item for growers of novelties, especially for neighborhood growers, as the large roots would make it quite prohibitive to handle clumps by mail. There are twenty-five or more species of rhubarb, some of which, as *R. inopinatum* from Thibet and *R. nobile* in addition to the ones mentioned before, should be brought into cultivation. They are propagated from seeds without difficulty, or by division of the roots.

Judging from the little experience I have had with *atraxaxis*, I am of the opinion that some of the species would make good property in the hands of neighborhood growers. That opinion is based on the facts that the plants are rare in America

and that all, so far as I know, are summer blooming. I know of no American source of either plants or seeds, and seeds are not easily found in Europe. They are of small shrubby growth, seldom over two feet high, with clusters of white or pink flowers, which remain attractive over a long period, owing to the enduring calyces. The three kinds that I have had, all from Greece and northern Africa, have proved to be not hardy in my climate, but if one could get *A. Muschketowii*, from Turkestan, with white flowers and showy red anthers, *A. spinosa*, from Siberia, and others from the cool parts of their range, it is not unlikely that hardy material would come to light, for Rehder speaks of them as being hardy in the north. They come readily from spring-sown seeds if they are kept on the dry side and are also said to strike well from greenwood cuttings under glass in early summer.

Few of the *muhlenbeckias* are suited to the harsh climate of northern Michigan, and not many would be hardy north of the Ohio. Aside from two or three kinds used by florists, such as *M. platycladum* (usually known as a *coccoloba*), they seem to be little known in this country, though the hardier kinds, like *M. complexum* and *M. adpressa*, should be acceptable for covering hot, sunny slopes in the warmer parts of the country. So far as I know them, they are evergreen, creeping, or climbing shrubs, their dark green leaves and brown stems being their most ornamental feature, though their small pinkish flowers in the leaf axils add something to their garden value. Propagation is by seeds in spring or by cuttings under glass in early summer.

THE marriage of Charlotte Koster to John Springer White has been announced by her parents, Mr. and Mrs. Peter M. Koster. Mr. Koster is manager of the Bagatelle Nursery, Huntington Station, Long Island, N. Y.

REPORTING business good, George F. Verhalen, of the Verhalen Nursery Co., Scottsville, Tex., states that many varieties of roses are already sold out of the Tyler section. The demand for evergreens is heavy. Though the weather is bright and fair, forest trees have not yet started to grow, which means the season is starting two to three weeks late.

SHORT ROWS

Rothomogenesis—those thirteen letters use up a lot of your time, and that of the folks you pay wages to. You have to fight it all the way through the year—the stake at the end of the row, the catalogue proofreader, the typist worrying out your letter, on labels and invoices—to say nothing for your long-suffering customer who just wants “one of those deep-pink lilacs” and mayhap gets the “same old pale lavender.” So what? Let’s give it the plain English—say “Sally Rand”—or plain “Sally”—or you pick one—anything so it’s fast to write and spells easy-like. By the way, are we both talking about *Syringa chinensis rubra*?

Executive Secretary Richard P. (“Dick”) White continues to receive well earned applause for the realistic and forceful manner in which he conducts his office. The “founding fathers” of the reborn A. A. N. did a handsome piece of finding when they went out in the tall timber and ran down this dynamic and personable executive to place at the hub of the wheel.

Back in 1926 the Ohio nurserymen, headed by A. G. Bookwalter, of the Berry Hill Nursery Co., put into motion the idea of district nursery schools to which nurserymen would send their propagators and foremen to learn the latest in methods, by contact with the professional researchers and by mutual exchange of experience. The American Nurseryman has been asked what is known of the results. Will some Ohio reader supply the information?

“Ten-o-seven” is a sound you heard frequently around the corridors at the recent meeting of the Minnesota nurserymen at Saint Paul. In fact, you’ve heard it up there at the headquarters of “Ol’ Man River” for several years past. It’s the identification of that new winter apple “invented” by the Minnesota fruit breeding farm. Dr. W. H. Alderman, head of the farm, has been showing the fruit for several seasons; the tree has been put through all of his rigid IQ’s, and he says that according to the rules it is about ready to exchange its number for a name (the Minnesota boys are all for naming it “Alderman”).

Plants Little Known in Nurseries

Desirable Species Not Commonly in Cultivation Recommended for Trade's Attention, at Indiana Meeting—By Willard N. Clute, of Butler University

There are still many desirable herbs, shrubs and trees that have not become common in cultivation in this country because nurserymen have been too busy with well known plants to worry about introducing new ones. The task of making these familiar to the public must be left to the plant breeder, the intelligent amateur and the occasional cultivator with an eye to superior forms.

Foreign countries, especially England, grow a much larger number of species than we do, and we may find many forms ready developed for our market. Others may be obtained from the botanical gardens in this and other lands. Most of these gardens send out seed lists, but the species are usually listed under their technical names without descriptions, and one has to be something of an expert to select the superior forms. Our own woods and fields, however, often yield interesting material. One has only to recall Bechtel's crab, the cut-leaved sumacs, the golden glow and the multitudes of color variations to realize the possibilities in this direction.

Many others remain to be discovered in the nurseryman's own stock. It is beginning to be realized that most plants have more determiners for variation than can be expressed at one time, and these can be brought out by changes of soil, climate, sun, shade and other features of the habitat. The common yellow daisy, under such treatment, has been turned into a considerable number of red forms, illustrating the well known fact that cultivation may greatly change a plant. Some time ago we made a collection of living forms of goldenrod for study, but after a year or two in the garden, they had ceased to be like their relatives in the wild.

In selecting stock for propagation, it is worth while to take cuttings from the best plants. Too often a thousand cuttings of a kind are simply a thousand twigs from the desired variety without any care in selecting. An interesting illustration of what may be done by selection is found in the Hemlock Arboretum, near Philadelphia, where nine species of hem-

lock from various parts of the world have produced no fewer than 150 varieties, and all this through mere variation and not hybridization.

When it comes to herbaceous material we have continued to ignore native plants close at hand. Our midwest spiderwort, *Tradescantia reflexa*, is far superior to the eastern *T. virginiana* and may be had in a number of color forms. *Phlox bifida*, native to Illinois, Indiana and some of the border states, grows wild in sandy soils with flowers that range from white to pink and blue. *Phlox argillacea* is another species from the vicinity of Lake Michigan, whose silvery lavender blooms always open in time for Memorial day. A form of dogtooth violet with thirty-six petals to each flower is found in the wild in Illinois, and double trilliums are not uncommon. A form of Solomon's seal, found near Gary, Ind., has many branches. A violet, known as the March violet, probably a hybrid, which blooms before St. Patrick's day, grows in round clumps often a foot across, with so many flowers that the stems are completely hidden; often there are 500 blooms to a clump. And so it goes.

As to shrubs and trees, we have listed more than a hundred rare though desirable species, but it is not intended to inflict you with all of them here. We may, however, take a few into consideration, among them the following:

Hamamelis vernalis, the spring witch hazel, showed its first flowers January 10 this year and is seldom later than the middle of February in any year. The bright yellow flowers often shining above the snow, are worth going some distance to see.

Hamamelis mollis is another early bloomer, said to be the best of the Asiatic species.

Corylopsis, having several species with fragrant yellow flowers in racemes, blooming before the leaves, is related to the witch hazels.

Lonicera Standishii is the first of the honeysuckles to bloom. Reported tender in our region, it has lived for fifteen years in northern Illinois.

Rosa canina, the dog rose, is a not

uncommon escape from cultivation and is mentioned here because it has inch-long fruits that remain a vivid red throughout ordinary winters.

Genista scoparia is the "planta genista" that gave the name to a long line of English kings. Its deep green, leafless stems make close little thickets and light up the garden in winter. The yellow flowers are large, pea-shaped and produced throughout the summer.

Laburnum anagyroides, the familiar golden chain, with pendulous racemes of yellow flowers in early summer, is well known and rarely planted, though it deserves to be.

Davidia involucrata, the dove tree, is related to the dogwoods, but has a single white bract, six inches or more in length, which makes the tree in bloom look as if a flock of doves were resting there.

Cornus mascula, the cornelian cherry, though well known, is seldom planted. It has clusters of bright yellow flowers in early spring and an abundance of cherrylike edible fruits in midsummer.

Cornus officinalis does not seem to be in the trade. It is much like the preceding, but the flower clusters are surrounded with four yellow bracts, as in the flowering dogwood.

Cornus Kousa is an Asiatic species familiar to all by name, but rarely seen in bloom. Flower clusters are like those of our flowering dogwood. *Cladrastis lutea*, the virgilia, resembles the ash tree in appearance, but has smooth gray bark like that of the beech. The flowers are pea-shaped, cream-colored and in large clusters in early summer.

Sophora japonica, the scholar tree, is a tall pyramidal tree, with pale yellow flowers in clusters in early summer.

Sophora viciifolia, a striking shrub with pinnate dark green leaves and pink and blue pea flowers, is rarely seen in cultivation.

Colutea arborescens, a member of the legume family, is often cultivated, with insignificant flowers, but inflated fruits of unusual appearance, red in color.

Oxydendrum arboreum, the sour-

wood, is a southern plant hardy as far north as Indianapolis. The flowers are like those of the lilies of the valley, in clusters, and the foliage is brilliant red in autumn.

Prunus pumila, the sand cherry which grows wild along Lake Michigan, has long wandlike branches, covered with white flowers in spring. Fruit is edible. The plant is a good sand-binder.

Robinia viscosa, a southern tree that has become naturalized in various parts of the north, has flowers like those of the common locust, but pink white in color. The twigs are sticky, but not annoyingly so.

Ribes gracilis, a wild gooseberry, is among the first to become green in spring. It is desirable for planting on the borders of woodlands for its springlike appearance.

Spiraea arguta is the best of the early spiræas. Under good conditions it is a solid pyramid of white while in bloom.

Syringa japonica, a tree lilac, often attaining a height of thirty feet, has large clusters of white flowers early in summer.

Syringa parviflora, a small species with red buds and pink blooms, flowers from seeds the second year.

Hypericum species comprises a number of nearly evergreen plants with round yellow flowers all summer. It is dedicated to St. John and supposed to protect the owner from all evil spirits!

Chenomeles Wilsonii, a low-growing quince often confused with the species usually called *C. japonica*, has many orange-red blooms that appear with the leaves.

Chenomeles umbilicata is another quince confused with the common kind. Flowers are blood red; fruits are large, yellow when ripe, extremely acid.

Prunus Mume, Japanese apricot, blooms early in spring. It is the thorniest plant in cultivation.

Salix Matsudana is a willow with crinkly twigs that look as if the tree might be a climber. It is astonishing righter than useful.

Lonicera thibetica has dark green leaves and purplish sweet-scented flowers in early summer.

It was suggested that the nurseryman might improve his sales by putting more goods in the window; that is, by planting single specimens of each kind along some road through

the nursery, with name and price attached, so that visitors can find out what kind of plants are in stock. In the ordinary nursery many specimens are so far away from the center of things that the prospective customer, unfamiliar with the names in the catalogue, decides to omit various plants because he has no time to look them up.

PROTECT OREGON AZALEAS.

Early spring on the Pacific coast sees a long cavalcade of motorists en route to Brookings, Ore., and other tracts along the southern coast of the state to view the fields of native blooming azaleas with their rainbow of colors and their intense fragrance.

The azalea, *Azalea occidentalis*, is a native of the Pacific coast region, and these fine plants abound along the Oregon coast, particularly in the southern part of the state, and extend down along the northern part of the California coast. Their blooming season, beginning in May, extends over a longer period of time than most native blooming shrubs.

Through extensive work on the part of the Oregon Association of Nurserymen to protect and perpetuate these azaleas, the state of Oregon last spring, recognizing the value and importance of these azaleas, set aside a tract near Brookings, Ore., as a state park. This grouping is believed to be one of the finest and most accessible of any of these native azalea tracts. There is no disease whatever apparent in these natural plantings, according to Frank P. McWhorter, plant pathologist at the Oregon experiment station. In the park east of Brookings and in meadows along the highway a short distance north of Port Orford the azaleas are of an unusually large size, which indicates a long-continued growth in a perfect state of health. The immediate problem is to maintain this state of health, which, in view of other localities and other kinds of azaleas, would seem hard to do. Diseases are common on hybrid azaleas, but these natural plantings are perfectly healthy and do not have the destructive bud blight found on the Atlantic seaboard.

The nurserymen of Oregon are especially anxious that no diseases or blights may ever be introduced into these plantings which might mar their natural beauty. Because of their unusual beauty and size and the lack of

disease, these azaleas may be of value in supplanting some of the imported varieties or in affording material for hybridizing, which might result in the development of strains resistant to disease and rot now found in other plants. With this thought in mind the nurserymen have been seeking ways to avoid contamination of these native stocks. Following his investigation of the azalea park areas in Curry county, Mr. McWhorter made these recommendations as a means of protecting these plantings: Introduce no azaleas into the park areas. Plant no other ericaceous plants, especially rhododendrons, in these park areas. Immediately remove fir trees and rubus which are struggling with the azaleas for ground space, as slight leaf discolorations in a few large azalea plants seem to relate to inadequate water and food supplies.

NEW PATENTS.

The following new plant patents were issued the past month, according to Rummler, Rummler & Woodworth, Chicago patent lawyers:

No. 315. *Daphne*. Arthur Burkwood, Farnham, England, assignor by mesne assignments to the Wayside Gardens Co., Mentor, O. A daphne characterized by its vigorous, sturdy and bushy habit of growth in forming a neatly rounded sub-evergreen bush, its rooting system, its prolific foliage of a pale or grayish green color, its profuse flowering habit in the spring and its continual flowering habit throughout the growing season; its flower size and growth, and its long-tubed, fragrant flowers of pale pink color with deeper-colored buds borne in profusion in a terminal cluster and less densely on terminal branches issuing from a common peduncle.

No. 316. *Cherry*. Lewis Benjamin Reber, Royalton Township, Berrien County, Mich., assignor to the Greening Nursery Co., Monroe, Mich. A new variety of cherry, characterized particularly by the early ripening dates of its fruit as compared with the Montmorency cherry.

THE highway department of the state of Massachusetts has advertised for bids for nursery stock to be used on a United States roadside development project in the town of Concord. The bid calls for 144 trees, 270 vines and 10,466 shrubs. Plans and proposal forms may be obtained from the highway department office, 100 Nashua street, Boston, for which a charge of \$5 will be made. This amount will be refunded to all those who submit formal bids. Bids will be opened at noon March 21, at the office of the highway department.

Special Train to Portland

Scenic Points of Interest Will Be Seen by Those Taking All-Expense Trip on Special Train to A. A. N. Convention at Portland in July

Because the convention of the American Association of Nurserymen will be held in the northwest corner of the country next July, those who travel from the east and middle west will have double the usual opportunity for good fellowship and visiting with others in the trade by traveling to Portland, Ore., on the special train which has been arranged by the A. N. N. transportation committee, of which W. J. Smart is chairman. From Chicago or St. Paul, depending upon where you join the party, travel will be by the luxurious accommodations of the Burlington and Great Northern railroads. Detailed description of the trip is given in this issue, so that A. A. N. members or any other nurserymen who wish to make the trip can form their plans and make reservations now, before their attention is absorbed altogether by the rush of the spring planting season.

Because the travelers may wish to return by various routes, some stopping for shorter or longer periods at the San Francisco fair, the special train carries a rate that covers all expenses as far as Portland, whereas returning from that point home only the railroad transportation is included, leaving the individual to pay on his return travel for his Pullman fare, meals, etc.

The route of the special all-expense train to the Portland convention, which will leave Chicago, July 5, at 10 a. m., will include many scenic and historical points of interest. After leaving the Chicago station the train will pass through the suburban towns of Chicago until it reaches the Mississippi river at Savanna, Ill.

From Savanna the train will follow the Mississippi along a route that winds beneath the high bluffs and palisades of the river. Passing through Galena, which was once the headquarters for the river steamboat trade and the home of General U. S. Grant, Prairie du Chien, Wisconsin's second oldest city, is reached. From Prairie du Chien the route continues to La-Crosse and into Minnesota at Winona and goes on to Maiden rock and beautiful Lake Pepin.

Luncheon will be served in the dining car and the afternoon will be spent

CONDENSED SCHEDULE.

Lv. Chicago, via special train	10:00 a. m., July 5
Ar. St. Paul, Minn.	6:00 p. m., July 5
Lv. Fort Worth, Tex.	8:30 a. m., July 4
Ar. Kansas City, Mo.	10:10 p. m., July 4
Lv. Kansas City	11:35 p. m., July 4
Ar. St. Paul, Minn.	2:00 p. m., July 5
Lv. St. Paul, via special train	6:30 p. m., July 5
Ar. Glasgow, Mont.	2:30 p. m., July 6
Motor tour to and around Fort Peck dam.	
Lv. Glasgow	5:30 p. m., July 6
Ar. Glacier Park, Mont.	6:00 a. m., July 7
Motor tour through Glacier park.	
Lv. Belton, Mont. (Glacier Park)	2:00 p. m., July 7
Ar. Seattle, Wash.	7:45 a. m., July 8
Lv. Seattle	9:00 a. m., July 8
Ar. Victoria, B. C.	12:50 p. m., July 8
Motor tour of city and gardens.	
Lv. Victoria	4:30 p. m., July 8
Ar. Seattle, Wash.	9:00 p. m., July 8
Lv. Seattle, Wash.	12:00 midnight, July 8
Ar. Portland, Ore.	7:00 a. m., July 9

in viewing the scenery of Minnesota until St. Paul is reached at 6 p. m. At St. Paul the train will be joined by cars from Arkansas, Texas, Oklahoma and other central states. The train will leave St. Paul at 6:30 p. m., and Thursday morning will find it crossing the immense wheat fields of North Dakota. Shortly after luncheon the tour will reach Glasgow, Mont., where motor buses will be waiting to take the party on a trip to the Fort Peck dam, the largest earth-filled dam in the world. The motor trip to the dam site will skirt the higher points of the bluffs along the river and will unfold a panoramic view of the surrounding country as well as of the dam itself.

The return to Glasgow will be made



Along the Palisades of the Upper Mississippi River.

in time for a 5:30 departure of the train. From there the route will follow the Missouri river, from which the first glimpses of the Rocky mountains will be seen.

Breakfast, Friday morning, July 7, will find the train in the shadows of the towering mountains of Glacier National park. After breakfast on the train, the group will be entertained by an Indian powwow, staged by the Blackfeet Indians on the lawns of the Big Tree Lodge, which is the Glacier park hotel. This entertainment will feature tribal dances and songs. A fleet of motor buses will be waiting to take the party for a tour of the park through colorful mountains, along gleaming glaciers, lakes, streams and waterfalls over the mile-high Going-to-the-Sun highway, from which one can look down from a height of nearly a mile on the immense evergreen forests, flower-filled valleys and cool lakes. Luncheon will be served at the Lake McDonald hotel, which is situated on glacier-fed Lake McDonald. The trip will continue on through the park along the wooded shores of Lake McDonald to Belton, western gateway to the park, where the train will be waiting. Leaving Belton, the train will continue on to the state of Washington along a scenic route which will include Flathead river, Whitefish lake, Canyon of the Kootenay and Lake Pend Oreille, to Spokane, Wash.

Saturday morning, July 8, will find

the train entering the 8-mile Cascade tunnel. For 100 miles the train is drawn by giant electric locomotives through the Cascade range. Descending the slopes of the mountains to the rose-banked shores of Puget sound, the train will arrive at Seattle, Wash., at 7:45 a.m. Upon arrival at Seattle the passengers will transfer to a waiting Canadian Pacific steamer for a boat trip to Victoria, B. C. The steamer will cruise over the calm waters of Puget sound through the beautiful San Juan islands, reaching Victoria about noon. Luncheon will be served on the boat. Upon arrival at Victoria the party will transfer to buses for a sightseeing tour of Victoria and environs. The sights will include the Parliament buildings, Crystal gardens, the world-famous Empress hotel, business and residential sections, the famous Saanich fruit farms, the world's second largest observatory, located 720 feet above sea level, and Benvenuto, the home of R. P. Butchart's famous sunken gardens.

The sunken gardens are considered one of the most notable attractions of the Pacific northwest. These gardens are privately owned, but through the courtesy of Mr. and Mrs. R. P. Butchart, they are open to the public, and guides will escort the party through them. These famous gardens include Japanese and Italian gardens and English rose gardens with frog fountains and sundials.

The return trip will be by way of Elk lake, the bird sanctuary and government game farm and back to the city with its many other points of interest. The steamer will leave Victoria at 4:30 p.m. For those who desire to retire early the train will be parked for occupancy at 9:30 p.m., at the King street station, Seattle, but will not depart until midnight, so that those who so desire may partake of the Seattle night life. The train will arrive at Portland at 7 a. m. Sunday.

Train equipment for the trip will

RATES FOR PORTLAND TRIP.

CHICAGO TO PORTLAND.

All-expense cost from Chicago and St. Louis to arrival in Portland. First-class standard Pullman accommodations:

	With rail ticket	Without rail ticket
One in lower berth	\$137.45	\$47.15
Two in lower, each	127.85	37.55
One in upper	132.85	42.55
Two in dr. rm., each	152.85	62.55
Three in dr. rm., each	141.65	51.35
Two in comp't., each	146.30	56.00
Three in comp't., each	137.30	47.00

Intermediate-class tourist Pullman accommodations:

	With rail ticket	Without rail ticket
One in lower	\$111.95	\$37.95
Two in lower, each	104.95	32.95
One in upper	109.55	35.55

The amounts shown in column headed "With rail ticket" permit of returning either via direct lines from Portland or via California.

The above amounts will also apply for passengers originating at St. Louis, joining the tour at Chicago, except that Pullman or parlor car accommodations and meals are not included between St. Louis and Chicago.

ST. PAUL TO PORTLAND.

All-expense cost from St. Paul to arrival in Portland. First-class standard Pullman accommodations:

	With rail ticket	Without rail ticket
One in lower	\$119.25	\$43.65
Two in lower, each	111.00	35.40
One in upper	115.30	39.70
Two in dr. rm., each	133.10	57.50
Three in dr. rm., each	123.30	47.70
Two in comp't., each	127.10	51.50
Three in comp't., each	119.30	43.70

Intermediate-class tourist Pullman accommodations:

	With rail ticket	Without rail ticket
One in lower	\$98.00	\$36.05
Two in lower, each	93.55	31.60
One in upper	95.85	33.90

The above amounts headed "With rail ticket" permit returning via direct lines only—not via California.

FORT WORTH TO PORTLAND.

All-expense cost from Fort Worth and Dallas, Tex., to arrival in Portland. First-class standard Pullman accommodations:

	With rail ticket	Without rail ticket
One in lower	\$148.05	\$49.95
Two in lower, each	136.65	38.55
One in upper	142.60	44.50
Two in dr. rm., each	166.65	68.55
Three in dr. rm., each	153.15	55.05
Two in comp't., each	158.25	60.15
Three in comp't., each	147.55	49.45

The above amounts headed "With rail ticket" permit returning via California only—not via Denver or Kansas City. These figures include Pullman accommodations from Fort Worth to Portland, but not meals or other tour features between Fort Worth and St. Paul, the point where the tour is joined.

KANSAS CITY TO PORTLAND.

All-expense cost from Kansas City, Mo., to arrival in Portland. First-class standard Pullman accommodations:

	With rail ticket	Without rail ticket
One in lower	\$125.76	\$45.50
Two in lower, each	116.56	36.30
One in upper	121.36	41.10
Two in dr. rm., each	140.91	60.65
Three in dr. rm., each	130.06	49.80
Two in comp't., each	134.11	53.85
Three in comp't., each	125.51	45.25

The above amounts headed "With rail ticket" permit returning via direct central lines only—not via California. These figures include Pullman accommodations Kansas City to Portland, but not meals or other tour features between Kansas City and St. Paul, the point where the tour is joined. To return via California the amounts should be increased \$8.40.

ARE YOU GOING TO PORTLAND?

Editor, American Nurseryman,
508 S. Dearborn St., Chicago, Ill.

I am going to Portland—certainly.....probably.....

My party will include.....men.....women.....children

I intend traveling by Train on the Convention Special.....

By other train.....Automobile.....Airplane.....

Please send me train itinerary.....Glacier park folders.....

Auto road maps.....Golden Gate exposition folders.....and

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*On the official route of the Special Train
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AMERICAN ASSOCIATION of NURSERYMEN*



GOING-TO-THE-SUN HIGHWAY IN GLACIER NATIONAL PARK

PORTLAND, OREGON

JULY 11 to 13

*Via the Burlington Route
and Great Northern Railway*

Riding in modern, luxurious AIR-CONDITIONED Pullman cars—like a big happy house party, carefree of all transportation details.

Stopping over at Glacier National Park and motoring over 90 miles of an amazing highway through and over the top of the Rocky Mountains—thousands of enchanting pictures of colorful mountains, gleaming glaciers, turquoise lakes, crystal streams, lacy waterfalls, all these and more incomparable views of primeval forests and many meadows aglow with wild flowers. Truly the most spectacular drive in all America.

Descriptive literature pertaining to the Nurserymen's Special Tour will be gladly sent you on request without obligation.

----- For information, mail coupon to -----

Mr. W. J. Smart, Transportation Chairman
c/o D. Hill Nursery Co., Dundee, Ill.

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Also send your tour folder to:

Don't waste precious convention time touring the highways. Take the train for comfort, safety and economy.

include one rear end observation lounge car for the general use of the passengers and a sufficient number of standard and tourist Pullman sleeping cars, which will consist of sections, compartments and drawing rooms. Tourist sleeping cars consist of upper and lower berths, but contain no drawing rooms or compartments. These tourist cars are air-conditioned, but

SPECIAL SPACE.

To insure desirable Pullman accommodations it is suggested that early reservations be made for space in order that the railroad may contract for suitable and sufficient Pullman sleepers to accommodate. This is particularly true for those parties desiring drawing rooms or compartments, also tourist Pullman accommodations. Please let me have your reservations for such space as soon as possible.

William J. Smart, Chairman,
Transportation Committee.

are less luxurious in general appointments than a standard sleeping car. All cars are air-conditioned, and there are no restrictions on the meals that will be served.

ALL-EXPENSE COSTS INCLUDE:

1. Round trip rail ticket (for class shown) from point of origin as listed to Portland and return via routes specified in each case.
2. Pullman accommodations to Portland only as specified under the various headings.
3. Motor tour to and around Fort Peck dam.
4. Motor tour through Glacier national park.
5. Luncheon at Lake McDonald hotel, Glacier National park.
6. All meals on trains from point of joining all-expense features of tour to Portland.
7. All meals on steamer.
8. Steamer side trip Seattle to Victoria, B. C., and return.
9. Motor sightseeing tour to Butchart's gardens, Victoria, B. C.
10. Tips to waiters and Pullman porters from Chicago to Portland.

THE Powell Floral Co., Wichita Falls, Tex., has opened a nursery at 1600 Collins street.

BASIC plans for a 2,000-mile scenic highway along the west shore of the Mississippi river from Lake Itasca in Minnesota to New Orleans have been announced. The parkway will be principally a pleasure drive and a right of way of several hundred feet will be landscaped with trees, bushes and flowers native to the river area.

FEDERAL operations against the gypsy moth, which has increased greatly as a result of favorable weather, were confined the past year to the barrier zone between New England and New York, to the points of heaviest infestation directly east of that zone and to scattered areas of infestation in New York and Pennsylvania. Operations against the brown-tail moth, conducted for the two preceding years, were halted.

Sales Promotion

*Means of Cultivating Interest in Quality Nursery Stock Offered
by J. G. Bacher, New President of Pacific Coast Association*

Of all tasks facing a nurseryman's organization today, none appears to me to exceed in importance that of sales promotion work. Little effort has been expended in this line of late, and no plans have appeared to carry on propaganda for the sale of nursery products.

The markets for nursery stock in our population centers are being drained by the effective sales promotion work of competing industries, which capture the dollars that might be used for our products. The home-owning public is well informed on all the modern developments and newer gadgets of industry that make life more appealing and our surroundings more up-to-date and modern.

However, it may well be recognized that most homeowners have little information and understanding of nursery products and gardening in general and, therefore, they are reluctant to purchase items they are but faintly aware of as having any merit. They usually limit the purchase of such things to the cheapest grade offered. We all know that good nursery stock has merits for home beautifying that are most desirable and seldom shared by any other merchandise. Take, for an illustration, a choice conifer suited to the climate and the location; a few dollars invested in the planting of such a tree will double and treble in value in a few years and become the source of admiration for untold numbers of people who may happen to see it. Compared with other articles of commerce, which in a short time become obsolete and lose their value, the dollar spent on the tree is a real investment to be proud of perhaps for generations to come.

Many of the nurserymen's products carry just such growing value, and homeowners may feel well justified in acquiring them in preference to other items they know in advance will soon lose their appeal.

Here is where educational propaganda must be applied by the nurserymen in order to inform the purchasing public of the merits of quality nursery stock. Naturally that is a large task, and for a nursery organization to reach the public effec-

tively might be too costly, but there are ways and means of permitting such work to be carried on with fair promise of good results. The logical method is to use the channels of the garden club movement, which is of nation-wide scope and directed by the element that is our best potential market for nursery stock, the garden club ladies. Their energies are bent on acquiring a better understanding of garden material and planting problems, flower arrangements and use of trees and shrubs.

Here is where the helpful hand of the nurseryman is most welcome. The club members enjoy having programs at which experts come to give them information on the materials that make handsome gardens. Nurserymen the country over should be willing to further the garden club movement, for here is the fountain of new recruits for plant lore. It is those who have learned to know quality nursery stock that will gladly pay more to purchase a better plant, in which they can take pride. Those who do not know the difference between the everyday things and quality plant material are usually satisfied with the cheapest offerings, that leave a nurseryman hardly more than a bare existence.

Nursery associations everywhere should strive to encourage the garden clubs, offer them assistance in program lectures, encourage their exhibits and flower shows by all means possible, for so we shall make new contacts with the public interested in gardening and swell the ranks of prospective customers for nursery products.

This sort of publicity work will accomplish much for the good of our trade. I venture to say it will give better returns than any other contact we could make with the garden-conscious public. The beauty of it is that such effort will create much good will and really need cost little. Each region where nurserymen are active should appoint a diligent committee to study the opportunities of serving garden clubs of the vicinity.

Naturally there would be great wisdom in creating series of natural color pictures showing the best use of quality nursery stock for home decoration suited to the region of the clubs. The colorful beauty of plant life makes such appealing pictures that the desire to plant is greatly stimulated in any audience where such pictures are shown. The presence of an expert nurseryman as speaker on a program is a drawing card for the membership of a club, and the good that can be accomplished for our industry is unlimited.

The service of this nature to garden clubs should be continuous and nation-wide, and it would only take a short time to locate sufficient talent among nurserymen to begin operation of such a scheme. So far as possible, such services ought to be furnished free of charge to well established garden clubs, or at least for minimum fees where the cost cannot be assumed by a local nursery group. Some of the garden clubs are able and willing to pay for program speakers.

Frankly, I believe our nursery organizations are due to study and carry on such nursery propaganda as one of the most beneficial endeavors in creating a larger demand for the products of our entire industry.

I hope that the presentation of this

We enjoy a nice business from Nurserymen all over the United States and Canada and we solicit your continued patronage.

We offer a very COMPLETE ASSORTMENT of GENERAL

NURSERY STOCK of the HIGHEST QUALITY

Write for Spring Price List with grade counts.

Send us your WANT LIST for quotations.

LAKE'S SHENANDOAH NURSERIES

Shenandoah, Iowa

idea for more extensive nursery sales propaganda will be carefully studied by national, state and local nursery organizations and result in fruitful action for the benefit of all.

MASSACHUSETTS PLANS.

Results are already apparent from the appointment of a coöperative committee by Lloyd A. Hathaway, president of the Massachusetts Nurserymen's Association, to work with the Waltham field station, as reported in the February 15 issue.

At a meeting at the Waltham field station, March 4, the committee and station representatives decided definitely to undertake experiments to determine whether it is possible to increase the hardiness of certain evergreens through fertilizing treatment.

It was also decided to establish at the Waltham field station, in conjunction with the perennial display beds, a collection of not over fifty of the better deciduous flowering trees and shrubs.

This month appeared the first issue of the Massachusetts Nurseryman, a mimeographed publication of the state association published at the Waltham field station. Prof. Harold S. Tiffany is the editor. This follows the lines of similar coöperative efforts in New Jersey, New York and Ohio to keep nurserymen posted on local developments and interest them in their state organization. This first issue of the Massachusetts publication gives a review of material which has appeared in station bulletins on insect control.

NEW LEGISLATION.

An attempt to repeal legislation enacted two years ago prescribing the labeling and grading of nursery stock has caused much interest among nurserymen in California. A new bill, No. 966, in the senate of the California state legislature was introduced by Senator Phillips; its purpose is to amend the several sections of the existing law. Senator Crittenden introduced senate bill No. 553, eliminating the grading of nursery stock and seeking the repeal of much of the grades and standards law.

Mr. Burson introduced assembly bill No. 21, amending the agricultural code relating to plant quarantine and pest control.

Special Prices for This Month

Better cover your wants at once at these low prices.

See our 2-page advertisement in December 15 issue and 1-page advertisement in January 1 issue for special prices on a good assortment of lining-out stock. Also February 1 issue for prices on understocks for grafting or budding.

Send want list for special quotations on large quantities.

Write for copy of our Spring Wholesale Trade List.

BERBERIS THUNBERGII.

Japanese Barberry.	Per 10	Per 100	Per 1000
6 to 9 inches, S.	\$9.10	\$9.00	\$5.00
9 to 12 inches, S. ....	.30	1.35	9.00
12 to 15 inches, S. ....	.30	2.00	15.00
15 to 18 inches, S. ....	.40	3.00	25.00
12 to 15 inches, Tr. ....	.70	6.00	.....
15 to 18 inches, Tr.	1.00	8.00	.....
18 to 24 inches, Tr.	1.35	10.00	.....

Less 10 per cent discount on seedlings in lots of 10,000.

LIGUSTRUM AMURENSE.

Amoor North Privet.	Per 10	Per 100	Per 1000
6 to 15 inches, L.O.	\$0.00	\$5.00	.....
6 to 12 inches, 2 branches up	\$0.10	.80	6.00
12 to 18 inches, 2 branches. ....	.15	1.00	9.00
12 to 18 inches, 3 branches up .....	.30	1.50	12.00
18 to 24 inches, 2 branches. ....	.30	1.50	12.00
18 to 24 inches, 3 branches up .....	.35	2.25	17.50
2 to 3 feet, 4 branches up .....	.35	3.00	25.00
3 to 4 feet, 4 branches up .....	.45	4.00	35.00
4 to 5 feet, 5 branches. ....	.60	5.00	45.00

Less 10 per cent discount in 10,000 or car-load lots.

LIGUSTRUM OBTUSIFOLIUM.

Ibota Privet.	Per 10	Per 100	Per 1000
6 to 12 inches, S.	\$0.10	\$0.50	\$5.00
12 to 18 inches, S. ....	.15	1.00	8.00
18 to 24 inches, S. ....	.20	1.25	10.00
2 to 3 feet, S. ....	.35	1.50	12.00
6 to 12 inches, 2 branches up .....	.30	1.25	9.00
12 to 18 inches, 2 branches. ....	.25	1.50	12.00
12 to 18 inches, 3 branches up .....	.30	2.00	15.00
18 to 24 inches, 3 branches up .....	.35	2.50	20.00
2 to 3 feet, 4 branches up .....	.45	3.50	30.00

LIGUSTRUM OVALIFOLIUM.

California Privet.	Per 10	Per 100	Per 1000
6 to 15 inches, L.O.	\$0.45	\$3.50	.....
6 to 12 inches, 2 branches up .....	.60	4.50	.....
12 to 18 inches, 2 branches.	\$0.10	.80	6.00
12 to 18 inches, 3 branches up .....	.15	1.00	8.00
18 to 24 inches, 2 branches. ....	.15	1.00	8.00
18 to 24 inches, 3 branches up .....	.20	1.25	10.00
2 to 3 feet, 4 branches up .....	.30	2.25	18.00

Less 10 per cent discount in 10,000 or car-load lots.

FOREST NURSERY CO., INC.

Established 1887
By J. H. H. Boyd

McMinnville, Tennessee

J. R. Boyd
President

SPECIMEN LANDSCAPE MATERIAL

Large Sizes Many Varieties
Shade trees, up to 16-in. trunk diameter.
Evergreens, up to 20 ft. high. Flowering
trees, up to 16 ft. high. Flowering
shrubs, up to 12 ft. high. Broad-leaved
Evergreens.
Highest Quality Stock—Carefully Main-
tained.

Send in your list for estimate.

LEWIS NURSERIES, Inc.

Roslyn, L. I., N. Y.

QUALITY NURSERIES

Allenwood, Pa.

**ALL KINDS hi-grade
EVERGREENS**

Let us quote on your needs

**Very Special Prices on
ABIES CONCOLOR**

1 to 2 ft.	\$40.00 per 100
2 to 3 ft.	70.00 per 100
3 to 4 ft.	95.00 per 100

Messrs. Gilmore and Green introduced assembly bill No. 1535, repealing various sections of the agricultural code covering the grades and standards law.

Mr. King introduced assembly bill No. 1202, amending the agricultural code relating to nurserymen's licenses.

* TAXUS * AZALEAS RHODODENDRONS

ASK US ABOUT THEM

WYMAN'S

FRAMINGHAM NURSERIES
FRAMINGHAM MASSACHUSETTS

LINING-OUT STOCK

Complete list of deciduous
lining-out stock this year.

Place your order now
for Spring shipment,
and avoid disappoint-
ment when wanted.

THOMAS B. MEEHAN CO.

Dresher, Pa.

Mr. Burson introduced assembly bill No. 2139, amending the agricultural code relating to agricultural seed definitions and providing for the elimination of goat grass, *Aegilops triuncialis*, and coast dandelion, cat's-ear, or *Hypochaeris radicata*, from the list of "primary noxious weeds."

Interstate Trade Barriers

Report of Federal Bureau Recommends Removal of Restrictions on Internal Trade in Farm Products

Action looking toward the removal of interstate trade barriers which are causing "incalculable economic loss" to the nation was recommended March 7 by the bureau of agricultural economics in a special report to the Secretary of Agriculture. The report, "Barriers to Internal Trade in Farm Products," is sponsored by state commissioners of agriculture through the marketing committee of the National Association of Commissioners, Secretaries and Directors of Agriculture.

Practically every state, it is shown in the report, has placed regulations and restrictions upon interstate trade in foods and other commodities. Every farm product is affected. The regulations and restrictions include discriminatory inspection fees, licenses and taxes; conflicting food grading, labeling and packaging laws, and a bewildering maze of quarantines, embargoes and other impositions.

In a foreword, Secretary of Agriculture Henry A. Wallace says, "It was thought that the Constitution ensured free trade between the states. Today we cannot say that we have free trade between the states. The heaviest burden for remedial action obviously falls upon the states, but there may well be a number of things the federal government can do. Together, I hope we can map a continuous, vigorous, intelligent program of action to the end that state lines may again become broad highways of commerce serving the general welfare."

The bureau report details the way in which states and municipalities may employ milk and cream inspection laws, ordinances and regulations as trade barriers. It shows how state margarine laws in many cases have defeated their own purpose, and resulted in retaliatory measures by other states. It gives instances in which motor vehicle laws and restrictions of merchant truckers have hampered trade.

Conflicting grading, labeling and packaging laws are cited as examples in the field of interstate trade barriers, and quarantine laws causing delays in the interstate movement of products receive attention. Liquor laws which discriminate against out-of-state products are condemned, and the bureau

suggests that interstate trade wars may result from state-financed advertising campaigns for farm products.

Federal and state cooperation is urged in attacking the whole problem of interstate trade barriers. Although the report makes no formal recommendations for legislation, it discusses principles that might be followed by legislative bodies in acting to remove barriers to trade in farm products.

A section of the bureau's investigation dealt with federal and state quarantines designed to prevent the introduction of insect pests and diseases. The conclusions drawn are that "although the state and federal plant and animal quarantines, regarded as a whole, are beneficial and indispensable, they have faults that could be remedied. Uniformity of state regulations is the exception rather than the rule."

"Some quarantines can be criticized for requiring unnecessary red tape, delay or expense; for including free areas within the limits of the area quarantined against; for lacking a sound biological basis, or for violating one or another of the principles that have been suggested as desirable."

"At the same time, the excellent work that has been done toward remedying the existing faults must not be forgotten. The persistent efforts of the national and regional plant boards, and the competent, impartial study of the California committee stand in the forefront of the accomplishments in this field to date."

MEET ON TRADE BARRIERS.

In an effort to halt the erection of tariff barriers among the several states a national conference on inter-

state trade barriers has been called by the Council of State Governments, to be held at Chicago, April 5 to 7.

The council is composed of state governors, commissioners and legislators, who resolved in a general assembly at Washington, D. C., in January that interstate trade barriers, under whatever guise, are detrimental to the economic welfare of the country. Forty-six of the forty-eight states were represented at the assembly.

Frank Bane, executive director of the council states that committees dealing with various phases of the barriers problem have been established by the council. Dr. F. V. Waugh, in immediate charge of the investigations of the bureau of agricultural economics on trade barriers, has been invited to serve as a member of the committee on agriculture.

Mr. Bane reports that scores of additional bills extending these trade barriers are pending in many of the forty-two state legislatures now in session. Mr. Bane adds that all agree that this movement, if not halted, will undermine one of the basic principles set forth in the Constitution, a principle upon which our prosperity and well being largely depends.

The governors' conference, held at Oklahoma City, Okla., last September, concerned about this situation, authorized its chairman to announce that the group unanimously opposed the principle of state trade barriers and was of the opinion that such barriers between the states should be removed.

At the general assembly at Washington complete adherence to the traditional American policy of free trade among the states was recommended. The assembly further resolved that the secretary of the Council of State Governments should study legislation and policies which tend to create such barriers and to

FRUIT TREE SEEDLINGS

WESTERN-GROWN

APPLE — MAHALEB — MAZZARD
QUINCE — MYROBALAN
PEAR — BARTLETT,
FRENCH, SEROTINA, USSURIENSIS

A large acreage of high-quality Fruit Tree Seedlings. Growing plants in Washington and Kansas. Get our prices before buying.

Ask For 92-Page Trade List

Large and Complete Line General Nursery Stock

MOUNT ARBOR NURSERIES

E. S. Welch, Pres.

Est. 1875

Shenandoah, Iowa

"One of America's Foremost Nurseries"

restrict the free flow of commerce and call at the earliest practical time an interstate conference on this subject. The Chicago meeting is in accordance with this resolution.

SUPREME COURT DECREE.

Widespread attention is being given the first decision of the Supreme Court of the United States written by its junior member, Justice Felix Frankfurter. This upheld the decree of a District court enjoining enforcement of a Florida statute providing for an inspection fee on all imported cement of 15 cents per hundredweight. Under the Florida law no inspection was required of domestic cement, constituting seventy per cent of that sold in Florida. Because of "the calculated discrimination against foreign commerce," the Florida statute was declared unconstitutional.

Whether a parallel case might be found in discriminatory taxes levied by a state against the products of another state is a subject of discussion. The outcome may be of considerable importance.

DISCUSS ILLINOIS LAWS.

Trying out the plan proposed at the annual convention in January, the Illinois State Nurserymen's Association held the first quarterly meeting March 9, at the Hotel La Salle, Chicago. After a meeting of the board of directors in the afternoon, twenty-eight members gathered at 7:30 to discuss current legislative matters, concluding with a social hour and buffet luncheon.

Secretary Miles W. Bryant discussed the progress of the current federal legislation affecting nurserymen and dwelt at more length on state matters. Neither the horticultural license bill nor a state wages and hours bill has yet been introduced. The proposed Illinois truck act he described as a regulatory, not tax, measure, not well understood either by himself or persons with whom he had discussed it.

Upon codification of the state tax laws, many amendments will be offered in the state legislature, and this may be the logical time to eliminate the reference in a 57-year-old law to the taxation of growing nursery stock as personal property. Several members reported having been hard hit by such assessments, and as it is appar-



The Storrs & Harrison Company

"PAINESVILLE NURSERIES"

85 Years in
Painesville, Ohio

MIDWEST HEADQUARTERS

FOR COMPLETE NURSERY SUPPLY

Fruit Trees
Deciduous Trees
Evergreen Trees
Shrubs
Vines

Small Fruits
Roses
Hardy Perennials
Plants
Seeds, Bulbs, Tubers

FINEST LANDSCAPE STOCK

Ready for this winter's planting, covering all of the best shrubs and plants for the south. Also a half million of lining-out CAMELLIAS, AZALEAS and GENERAL NURSERY STOCK now ready.

Write for Price List

E. A. McILHENNY

Specialist in CAMELLIAS, AZALEAS, IRIS and HEMEROCALLIS
AVERY ISLAND, LA.

The Best in Native
Nursery-grown
Rhododendrons
Kalmia, Hemlocks
Azaleas and Pieris

Write for Spring Prices

LaBars' Rhododendron Nursery
STROUDSBURG, PA.

BROADLEAF EVERGREENS

	Per 10
Boxwood Sempervirens	
30 to 36 ins.	\$24.00
36 to 42 ins.	30.00
Holly American, berried	
5 to 6 ft.	45.00
6 to 7 ft.	65.00
7 to 8 ft.	80.00
Male plants 25 per cent less.	
Elaeagnus	
3 to 4 ft.	10.00
4 to 5 ft.	15.00
Mahonia Aquifolium	
2 to 3 ft.	7.00
3 to 4 ft.	15.00

Write for quotations on larger quantities and other varieties.

WAYNESBORO NURSERIES, Inc.
Waynesboro, Virginia

TAXUS

Cuspidata Capitata

1½ to 10 feet.

Best available.

Carloads or truckloads only.

VISSER'S NURSERIES

Springfield Gardens, L. I., N. Y.

	Per 100
PINK DOGWOOD	
4 to 5 ft., B.R.	\$220.00
5 to 6 ft., B.R.	265.00
TAXUS OVATA , rare upright yew; all field plants.	
4 to 6 ins., heavy.	20.00
6 to 8 ins., heavy.	35.00
8 to 10 ins., heavy.	45.00
10 to 12 ins., heavy.	65.00
12 to 15 ins., heavy.	85.00
15 to 18 ins., heavy.	100.00
ABELIA EDWARD GOUCHER , rare new pink.	
2-in. pots	35.00
AZALEAS, CORAL BELLS, SNOW	
2-in. pots	10.00

List ready.

KINGSVILLE NURSERIES, Inc.

Kingsville, Md.

ently only a matter of time before the practice of such assessments becomes general, it was deemed wise to take steps to remove this tax by amending the statute.

The problem of raising funds for that purpose brought discussion of increasing the dues and adding more members, until the adjournment at 10 p.m. for refreshments.

What Is Humus?

Nature, Formation and Sources of Humus, Described at New Jersey Short Course — By S. A. Waksman, Rutgers University

Humus is the term commonly applied to designate the dark-colored mass of organic matter which originates in nature from the decomposition of plant materials such as straw, green manures, leaves, pine needles and other tree residues, various bog plants and stable manures. Leaf mold, peat, composts and the organic matter of the soil are forms of humus. The nature of the humus thus produced varies considerably, depending on the nature of the plant materials, microorganisms active in the decomposition processes and conditions of decomposition, such as moisture, temperature, aeration, reaction and presence of inorganic salts.

Humus is not a simple chemical compound, nor is it a well defined compound or group of compounds. Its physical properties are that it is dark in color, has a high moisture-holding capacity, can expand on absorbing moisture and has high buffering properties which prevent rapid injurious changes in the soil. It is for the latter reason that nutritional or fertilizer troubles are always less frequently encountered in soils high in humus than in sandy soils or soils low in organic matter. High humus content in the soil increases the heat-absorbing properties. Thus, such soils warm up quicker in the spring and do not get so cold in the winter.

The chemical properties of humus are also of great importance. Humus usually contains about fifty-eight per cent carbon, forty-five per cent nitrogen, one-half to two per cent P_2O_5 , some potash, calcium, magnesium, sulphur and other elements. Some of the carbon is decomposed to carbon dioxide, which is used by the plant to manufacture food.

As a rule, the atmosphere does not contain sufficient carbon dioxide for optimum plant growth, and the carbon dioxide formed by the decomposition of the carbon in humus is an important source of supply for this extremely essential material. The nitrogen in humus changes to ammonia, which in turn changes to

nitrate, a form which is available to plants. Because humus decomposes slowly, it provides a steady, slow source of nitrogen, potash and phosphates to plants. Humus is a natural fertilizer.

The biological phases of the humus problem are also of great importance. Humus undergoes a gradual change, due to the presence of microbes. The microbes constantly compete with one another and, in doing so, usually provide favorable media for the higher plants.

Suppose we analyze the constituents in ten tons of straw. We shall find about two per cent fats, forty per cent cellulose, three per cent protein, twenty per cent carbohydrates other than cellulose, fifteen per cent lignins, eight per cent moisture and about five per cent ash. The microbes attack the cellulose and other carbohydrates first. If we examine this same pile of straw three months later, we shall find that some striking changes have occurred. First of all, we shall find that only about five tons of material are left, that the ash content has increased to ten or fifteen per cent, that proteins have

increased to from ten to twenty-five per cent and that cellulose and other carbohydrates have been reduced to five or eight per cent. The lignin in humus decomposes slightly, and it will even increase up to forty per cent. The proteins in humus do not decompose, but are compounded with the lignin, thus will not decompose readily and are in a form which will be slowly available later. The humus we have is a totally different compound than the plants from which it was derived.

The most common sources of humus are: (1) Plant residues (stubble, roots, leaves, needles); (2) manures and composts; (3) peats (which vary in composition depending on the

LAST CALL ON ROSES!

HYBRID TEAS.

Autumn, burnt-orange.
Condessa de Santiago, flame.
Duquesa de Penaranda, copper-apricot.
Editor McFarland, red.
Sœur Therese, yellow.
Ami Quinard, dark red.
Betty Uprichard, two-tone pink.
Cuba, single red.
Clotilde Soupert, light pink.
Dainty Bess, single pink.
Dame Edith Helen, pink.
Edith Nellie Perkins, pink.
Etoile de Hollande, red.
Golden Dawn, yellow.
Kaiserin Aug. Victoria, white.
Lady Hillingdon, yellow.
Mrs. Chas. Bell, shell-pink.
Mrs. Herbert Stevens, white.
President Hoover, multicolored.

HYBRID PERPETUALS.

American Beauty, dark rose-red.
Frau Karl Druschki, white.
General Jacqueminot, dark pink.
Henry Nevard, everblooming red.
Magna Charta, pink.
Ulrich Brunner, red.
Austrian Copper, copper.

POLYANTHAS.

Else Poulsen, pink.
Gruss an Aachen, pink.
Kirsten Poulsen, red.
Triomphe Orleansais, dark pink.

HYBRID RUGOSAS.

Belle Pottevine, pink.
Conrad F. Meyer, pink.
Dr. Eckener, Tallman-like.
F. J. Grootendorst, red.
Pink Grootendorst, pink.
Hansa, red.
Rugosa Alba, single white.
Sarah Van Fleet, pink everblooming.
Sir Thomas Lipton, white.

CLIMBERS.

American Pillar, single pink.
Cl. Gruss an Teplitz, red.
Crimson Rambler, crimson.
Dorothy Perkins, pink.
Excelsa, red Dorothy.
Scorchers, red.
Silver Moon, white.
White Dorothy Perkins, white.

AMOR RIVER PRIVET.

	100	1000	10,000
Liners	\$1.00	\$8.00	\$75.00
12 to 18 ins., 3 br. up.	1.50	12.00	100.00
18 to 24 ins., 3 br. up.	2.00	17.00	150.00
2 to 3 ft., 3 br. up.	2.50	22.50	200.00

EVERGREENS.

Juniperus Communis Depressa Plumosa.			
Andorra Juniper, balled and burlapped.	Each	10	100
18 to 24 ins.	\$0.75	\$6.50	\$60.00
	1.00	2.00	80.00

Prices f.o.b. nursery.

VERHALEN NURSERY CO.
Scottsville, Tex.

The Best Shrub Novelty In Years!

Due for An Enormous Run of Popularity
VIBURNUM BURKWOODI

This new English hybrid "has everything"! If you doubt that one shrub can have so many good points, consider carefully:

1. It is semi-evergreen, but still hardy and vigorous, growing to about six or eight feet.
 2. Flower heads up to four inches wide and 250 individual flowers. These come on long stems; so are excellent to cut.
 3. It is as richly fragrant as V. Carlesii (one of its parents), but blooms two or three weeks earlier.
 4. Autumnal color on part of its foliage is intensely brilliant—unexcelled in fact.
 5. Suitable for all but coldest parts of the country, being hardy up to Lake Erie.
- Grafted stock ready for immediate shipment: From 5-in. pots 1 to 1½ ft., 10 or more, at 75¢; 50 or more, at 70¢; 100 or more, at 65¢.

Packing at cost unless full remittance accompanies order, in which case free packing.

Better get in early while the getting is good! That's the way to make money on new things.

We can ship safely by freight now to any point in U. S. A., so don't delay! Or we can remove most of the soil and ship by express. We know how to pack in either case. Don't worry about our ability to ship safely to Atlantic coast points. We are doing it constantly.

W. B. CLARKE & CO. San Jose, California

GRAFTED STOCK

for delivery spring 1939
shipped from 2 1/4-in. pots.

JUNIPERUS		
	Per 10	Per 100
<i>Columnaris glauca</i>	\$2.75	\$25.00
<i>Columnaris viridis</i>	2.75	25.00
<i>Chinensis nanburiensis</i>	2.75	25.00
<i>Chinensis Sargentii</i>	2.75	25.00
<i>Chinensis Sargentii glauca</i>	2.75	25.00
<i>Squamata</i>	2.75	25.00
<i>Squamata argentea variegata</i>	2.75	25.00
<i>Squamata Meyeri</i>	2.75	25.00
<i>Japanica surca variegata</i>	2.75	25.00
<i>Virginiana Burkii</i>	2.75	25.00
<i>Virginiana Canadensis</i>	2.75	25.00
<i>Virginiana elegantissima</i>	2.75	25.00
<i>Virginiana glauca</i>	2.75	25.00
<i>Virginiana globosa</i>	2.75	25.00
<i>Virginiana Kosteri</i>	2.75	25.00
<i>Virginiana Schottii</i>	2.75	25.00
<i>Virginiana pendula</i>	2.75	25.00
<i>Virginiana pyramidiformis</i>	2.75	25.00

HESS' NURSERIES
Mountain View, New Jersey

BOBBINK & ATKINS

Nurserymen since 1898
Rutherford, New Jersey

Send for a copy of our
1939 Wholesale
Catalogue.

Use printed stationery, please.

NANDINA DOMESTICA

1-year seedlings \$30.00 per 1000
2-year, from beds 80.00 per 1000
Cash with order.

DUNLAP NURSERIES
Knoxville, Tenn.

For New England and White Mountain
Evergreens, Trees, Shrubs,
Bulbs, Ferns and Wild Flowers
Write for Catalogue.

L. E. WILLIAMS NURSERY CO.
Exeter, N. H.

PRINCETON NURSERIES
of PRINCETON, N. J.
SUPERIOR
Hardy Ornamentals

PRIVET and BERBERIS

Splendid Stock
Write for Special Quotations

LESTER C. LOVETT
MILFORD DELAWARE

Koster Company, Inc.

Japanese Maple Seedlings
4 to 8 in., 1-yr. untpl. \$10.00 per 1000
Juniperus Virginiana Seedlings
3 to 6 in., 1-yr. untpl. 10.00 per 1000
BRIDGETON, N. J. Write for catalogue

type of material from which they are derived, conditions under which they are formed and other factors); (4) green manures; (5) animal residues; (6) industrial by-products such as cottonseed meal and tankage.

Humus is the most important soil constituent and is our most valuable natural resource, even more valuable than minerals or water power.

NEW JERSEY NOTES.

New Jersey nurserymen should realize new business to the extent of at least \$250,000 annually by the use of the recently approved methyl bromide for fumigating nursery stock to be shipped outside the Japanese beetle quarantine area, according to Dr. C. C. Hamilton, state entomologist. Besides, there should be an actual saving of about \$75,000 in the treatment of plants. He bases this statement on a saving of from 3/4 cents to 2 1/2 cents a plant on treating deciduous trees and shrubs shipped without soil, a decided saving in treatment of balled stock and the fact that treating of nursery soil with arsenate of lead will be no longer necessary, and that costs about \$200 per acre.

Gerard Grootendorst, Oakland, N. J., represents nurserymen on the newly formed Bergen county agricultural council.

Dr. P. P. Pirone was presented with a handsome traveling bag by the nurserymen for his efforts in connection with the recent short course.

Otto Bergmann, Paramus, N. J., has returned with his bride from their honeymoon in Florida.

Roy Blair, of Blair's Nursery, Nutley, N. J., took his bride on a honeymoon trip to Florida after their marriage, February 17.

"Your Garden This Week" is the title of a book by Ben Blackburn, extension specialist in landscape gardening at the New Jersey college of agriculture, which was published February 15 by the Rutgers University press and is being sold through New Jersey newspapers at 50 cents per copy and outside the state for \$1.

Charles Hess, president of the New Jersey Association of Nurserymen, early this month reported contributions of \$550 from twenty New Jersey nurserymen toward the \$1,300 necessary to match the funds provided by the New Jersey council for a series of advertisements of nursery stock to be run in newspapers this spring.

FRESH SEED

Immediate Shipment
from New York

Acer palmatum Per 1/4 lb. Per lb.
atropurpureum . . \$3.00 \$10.00

<i>Abies arizonica</i>	\$2.00	\$7.25
<i>Ampelopsis quinquefolia</i> .45	1.35	
<i>Azalea schlippenbachii</i> , 1/4 oz., 95c.....		
<i>Berberis thunbergii</i> , c.s.....	.75	2.50
<i>Berberis thunbergii</i> <i>atropurpurea</i> , 1000 seeds, \$2.00.....		
<i>Berberis verruculosa</i> , 1/2 oz., \$1.50.....		
<i>Cedrus deodara</i> .....	.85	2.75
<i>Chamaecyparis pisifera</i>....	.75	2.50
<i>Cotoneaster dielsiana</i> major, c.s.	2.00	
<i>Cupressus arizonica</i> .....	.90	3.25
<i>Cupressus macrocarpa</i> ....	.90	3.25
<i>Fraxinus lanceolata</i> .....	.25	.75
<i>Ginkgo biloba</i> .....	.25	.60
<i>Gleditsia triacanthos</i>.....	.25	.75
<i>Gleditsia triacanthos</i> <i>inermis</i> .....	.40	1.25
<i>Hamamelis vernalis</i>	1.25	4.40
<i>Juniperus scopulorum</i> ....	.50	1.55
<i>Juniperus virginiana</i> (Northern) .....	.45	1.50
<i>Liriodendron tulipifera</i>....	.25	.75
<i>Picea canadensis</i> .....	.55	1.75
<i>Picea excelsa</i> .....	.40	1.25
<i>Pinus nigra</i> .....	.55	1.75
<i>Pinus resinosa</i>	1.95	7.00
<i>Pinus rigida</i>	1.10	3.75
<i>Pinus strobus</i> .....	.55	1.75
<i>Pinus sylvestris</i> .....	.40	1.25
<i>Pinus virginiana</i>	1.65	6.00
<i>Rhododendron cataw-</i> <i>biense</i> , c.s., oz., 80c.....		
<i>Sassafras variifolium</i> .....	.40	1.10
<i>Shepherdia canadensis</i>....	.85	2.75
<i>Swietenia mahogany</i>	2.25	9.00
<i>Symphoricarpos vulgaris</i> .45	1.30	
<i>Thuja occidentalis</i>	1.00	3.50

HERBST BROTHERS

92 Warren St.
New York, N. Y.

"A friendly, efficient sales service"

E. D. ROBINSON
SALES AGENT
58 So. Elm St. P. O. Box 285
WALLINGFORD, CONN.

Representing
Adams Nursery, Inc.
Bristol Nurseries, Inc.
Barnes Brothers Nursery Co., Inc.
North-Eastern Forestry Co., Inc.
A. N. Pierson, Inc.

A complete line of well grown, hardy plant material

BURR'S QUALITY SEEDLINGS

Barberry Thunbergii, Barberry Red
Leaf, Itoha Privet, Ampelopsis Veitchii,
Dutchman's-pipe.

At Bargain Prices.
C. R. BURR & COMPANY, INC.
Manchester, Conn.

Use of Plants from Nursery

Success of Products in Customers' Hands Important to Nurseryman, Told New Jersey Short Course—By Ben Blackburn, Rutgers University

After hardy plants leave the nursery, most of them will be used in landscape plantings. Sometimes there are intermediate stages before this use is realized, and there may be a number of cases in which nursery-grown plants are not destined for actual landscape plantings, but these factors are of less general interest. How his plants are used and how they are treated after they leave his immediate care are pertinent to the business of every nurseryman.

Plants inexpertly used and poorly cared for arouse annoyance and disapproval of every keen, observant person who sees them; they reflect small credit to the nurseryman who sold them, even though he may not be responsible for the way they have been handled. As an example, overgrown junipers bordering a front walk—invariably growing open and bare-legged at the base as crowding and red spider attacks progress season after season—certainly speak no good for the landscape gardener (if the advice of one was sought) or for the homeowner, and there can be no complete pardon for the nurseryman either. A mass planting of assorted conifers against the front of a house draws the same judgment, though this may be tempered with a puzzled amusement at the tolerance of homeowners who see an evergreen forest springing up on either side of their doorstep. How such inappropriate and self-defeating plantings can be tolerated week after week and year after year seems to defy explanation. There are countless examples in residential areas everywhere.

The other picture, however, presents a welcome contrast. Plant materials built into an orderly, appropriate planting make an interesting and inspiring picture which gains credit for all who have contributed to it. A restrained, artistic front yard treatment, with shade trees, lawn, ornamental shrubs, plantings of shrubs and vines around a building, or a thoughtfully developed and well maintained back-yard garden brings this feeling of approval for all who have had a hand in producing this art in living plants.

Certainly, nurserymen cannot continue to act as godfathers to all of their plants after they leave the nursery, but in retail nurseries this continued supervision is a valuable means of follow-up for sales. Nurseries doing landscape work can often continue supervision, sometimes over a long period of years, and this makes a fine relationship between nurserymen and home gardeners—a relationship which should be profitable for both.

First of all, the average purchaser of retail nursery stock rarely has any idea of the size to which woody plants will grow and the shape they will assume. Some home gardeners have pictures of mature specimens they have admired in old gardens, in parks or in the wild, and such observations, coupled with sound knowledge about soil and other growth requirements, should result in good plantings. The average homeowner thinks of plant materials only as he knows them in new or fairly new plantings—quite possible in the massed collection type of planting—or as he sees compact, juvenile specimens at a nursery. More nursery lists should contain figures indicating the size ornamental plants may be expected to reach in gardens, and salesmen at nurseries can be pre-

pared to give this information. In this connection, many expert plantmen are so used to handling and seeing young stock that they often think of their plants growing only to an "ideal" size for landscape work and fail to consider that in favorable conditions they may grow much larger.

If the purchaser knows how large his plants will probably grow and uses them accordingly, better plantings, more satisfactory gardens and much better enduring relationships between nurserymen and clients will result. Permanent metal labels properly attached to retail orders as the plants leave the nursery might be embossed with the ultimate size the plants may be expected to reach in that particular area, as well as their correct names. Unless they are on the way to becoming enthusiasts, homeowners will rarely remember the names of plants they buy. They

Surplus Evergreens

Black Hills Spruce

	10	100
2 to 3 ft., xxx, B&B.....	\$1.15	\$1.00
3 to 4 ft., xxx, B&B.....	1.40	1.25
4 to 5 ft., xxx, B&B.....	1.65	1.50

Colorado Blue Spruce

2 to 3 ft., xxx, B&B.....	1.65	1.50
3 to 4 ft., xxx, B&B.....	2.15	2.00
4 to 5 ft., xxx, B&B.....	2.65	2.50

Colorado Green Spruce

2 to 3 ft., xxx, B&B.....	1.15	.90
3 to 4 ft., xxx, B&B.....	1.40	1.25
4 to 5 ft., xxx, B&B.....	1.65	1.50

Pyramidal Arbor-vitae

2 to 3 ft., xxx, B&B.....	1.00	.90
3 to 4 ft., xxx, B&B.....	1.25	1.00
4 to 5 ft., xxx, B&B.....	1.50	1.35

Austrian Pine

5 to 6 ft., xxx, B&B.....	2.35	2.25
6 to 8 ft., xxx, B&B.....	2.65	2.50

Visit our nurseries and make your own selections. Write for our complete lists.

RIVERSIDE NURSERIES, INC.

Box 113
Thiensville, Wis.

**LARGE SPECIMEN
EVERGREEN
TREES AND SHRUBS
DECIDUOUS
TREES AND SHRUBS**

for immediate effect

TOWSON NURSERIES, INC.

TOWSON, MARYLAND
near Baltimore
Send for special list

POLYANTHA ROSES

2-year field-grown. Budded low on Rosa Multiflora Japonica. Guaranteed true to label. Packed in sphagnum moss. Special on Polyanthas.

Price Grade No. 1, 7c each
Price Grade No. 1 1/2, 3c each
Price Grade No. 2, 4c each

Baby Doll, or Tip-Top
Baby Orleans
Baby Tausendschon
Châillon Rose
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Ellen Poulsen
Else Poulsen
George Elger
Gloria Mundi
Golden Salmon
Gruss an Aachen
Ideal
Katharina Zeimet
Kirsten Poulsen
Lafayette
Miss Edith Cavell
Mrs. W. H. Cutbush
Salmon Spray
Triomphe Orleansais
Verdun

General assortment Hybrid Teas, Hybrid Perpetuals, Rugosas and Climbers. Write for list.

ROSEMONT NURSERIES

Box 839, Tyler, Texas

TAXUS

Taxus cuspidata, propagated from cuttings of the improved dark green strain. 15 to 18-inch size ideal for dwarf hedges.

	Ea. per 100	Ea. per 1090
15 to 18 ins. heavy, from beds, XX B&B	\$0.60	\$0.55
18 to 24 ins. light XXX B&B	1.25	1.15
18 to 24 ins. heavy XXX B&B	1.50	1.35
2 to 2 1/4 ft. XXX B&B	2.00	1.85
TAXUS HICKSII , 18 to 24 ins. ....	.65	.60

Juniperus Depressa Plumosa

Write for quotations.

We also have larger *Taxus*, including trimmed specimens up to 4 and 5 ft. high.

Taxus headquarters — over 100,000 plants.

THE W. A. NATORP CO.
Cincinnati, Ohio

EVERGREENS



The largest stock of upright and spreading *Taxus*, *Junipers*, *Spruces*, *Retinisporas*, *Arbor-vitae* and *Broad-leaved Evergreens* to select from in the state. There is an evergreen for every purpose.

As well as the best grown deciduous and flowering trees, shrubs and roses. Write for our spring 1939 wholesale trade list.

THE KALLAY BROTHERS CO.
Painesville, Ohio

European Sycamore

R. C., 18 to 24 ins., \$20.00; 2 to 3 ft., \$25.00; 3 to 4 ft., \$30.00.

Wisconsin Willow

R. C., 3 to 4 ft., \$20.00; 4 to 5 ft., \$25.00; 5 to 6 ft., \$30.00.

Complete line of general nursery stock.

T. B. WEST & SON

Maple Bend Nurseries Perry, Ohio

WHOLESALE GROWERS

Specializing in
EVERGREEN SEEDLINGS
TRANSPLANTS AND APPLE TREES
Write for price list.
Send us your trade list.
MATHEWS EGGERT NURSERY
North Muskegon, Mich.

LINING-OUT STOCK and FINISHED MATERIALS

Evergreens, Deciduous Trees and Shrubs
Catalogue on request

Not in the Jap Beetle Quarantine Zone

FAIRVIEW EVERGREEN NURSERIES
Fairview, Erie County, Pa.

GINKGO

6 to 8 ft. \$155.00 per 100
8 to 10 ft. 220.00 per 100

Packing extra

J. FRANKLIN MEEHAN & SONS, INC.
MT. AIRY, PHILADELPHIA, PA.

may wish to know the correct names later and, lacking labels, may concoct puzzling and meaningless combinations which may be offered with complete sincerity as coming directly from the nurseryman who supplied the plants. Inconspicuous, fairly lasting labels obviate these difficulties, and they may be the means of stimulating a pride and interest in plantings which nourish real gardening enthusiasm and bring more orders to the nursery.

Whether to use scientific names or common ones is a question. Most embossed metal-strip labels cannot carry both without becoming too large—especially names of the much-developed ornamental conifers, which are apt to become confused anyway. Whatever name is used, pains should be taken to be sure it is correct. "Standardized Plant Names" is the best reference for plant names in the horticultural trade, and this work of the American Joint Committee on Horticulture Nomenclature has done infinite good in bringing order out of the confusion existing formerly. The new edition of "Standardized Plant Names" soon to appear contains much-enlarged and more complete lists of plants in American commerce, with both scientific and common names brought to date.

Retail nurseries and all establishments drawing some of their clients from adjacent districts will often be called on to diagnose disease and insect troubles and to recommend fertilizer treatments and other items of maintenance. This furnishes a natural path for developing the interest of property owners and paving the way for better plantings—better not only in the maintenance, but also in new ones which will be made. Such advice can be amplified with information and with state and Department of Agriculture bulletins from county agricultural agents. These representatives of the state colleges, usually having offices at the county seats, are more than willing to cooperate with commercial plantmen in disseminating information about ornamental plants and home grounds.

L. C. CHADWICK, of Ohio State University, became a father February 17, when Mrs. Chadwick presented him with a daughter, Barbara Alice, at the University hospital, Columbus.

The PAUL OFFENBERG NURSERY Company

1988 East Livingston Avenue
COLUMBUS, OHIO

Lowest Prices Highest Quality

EVERGREENS

for Lining out

Grafted plants

50,000 out 2 1/2 in. pots

Grafted plants, 1-yr. field

Grafted plants, 2-yr. field

Cuttings, rooted, out of the bench

Cuttings, Bare roots, 1-yr. field

Cuttings, Bare roots, 2-yr. field

Ask for Special list

PFITZERS

AND OTHER

SPECIMEN EVERGREENS

30 Acres

Choice Finished Stock

ZEPHYR HILL NURSERY

YELLOW SPRINGS PIKE

Springfield, Ohio Phone 2-4712

Visit Our Nursery

Flowering Crab Grafts

Fine bench grafts ready to line out; plump scions grafted on whole French Crab. \$5.00 per 100.

Bechtel's

Floribunda

Eleyi

Niedzwetzkyana

Scheldekeri

Nice lot of French Lilac grafts. Red-leaf Barberry, Dutchman's-pipe, Hydrangea, etc.

The Harmon Nursery

Prospect, Ohio

BARBERRY SEEDLINGS

1 and 2-year

Few thousand *Atropurpurea* left.

Most any quantity *Thunbergii*

COOK'S NURSERIES Geneva, O.

ENGLISH BOXWOOD

Plants 6 ins. to 20 ins. Largest grower of English boxwood in the south.

Write for wholesale price list.

F. L. JOHNSON, Mount Airy, N. C.

AMOR RIVER NORTH and CALIFORNIA PRIVET

General Nursery Stock, Roses, Apple and Pear scions. Will exchange for liners. Write for New Spring Price List.

EMPIRE NURSERY and ORCHARD

"One of the South's Foremost Nurseries"

Baileton, Alabama

Southern Tree Conference

Meeting of Professionals and Laymen Held at University of Florida in Interests of Preservation and Care of Shade Trees

The Southern Shade Tree Conference was held at the University of Florida, Gainesville, February 23 and 24. Arrangements for this conference were made by a committee composed of Mrs. L. T. Nieland, Gainesville; Ross Farrens, of the Farrens Tree Agency, Clearwater; Norman Armstrong, arborist, White Plains, N. Y., and H. S. Newins, director of the school of forestry, University of Florida, as chairman.

The purpose of the conference was to bring about a closer unity between the professional so-called "tree expert" and the layman and to inform the public of the importance of shade trees, their preservation and care.

The conference members were greeted with an address of welcome by Wilmon Newell, provost for agriculture at the university. The history of the National Shade Tree Conference was outlined in a paper prepared by Karl Dressel, president of the National Shade Tree Conference. C. N. Elliott, director of the division of state parks, Atlanta, Ga., cited the shade tree problems in Georgia, and Gilmore Pugh, landscape engineer of the Birmingham beautification board, discussed the problems confronting Alabama shade tree workers. The damage done to shade trees in New England by the recent hurricane was outlined in a paper by O. W. Spicer, president of the Bartlett Tree Expert Co., Stamford, Conn.

H. Harold Hume, dean of the college of agriculture, spoke on the university conservation reserve at Welaka, Fla., recently acquired from the Farm Security Administration. Fred H. Heath, department of chemistry, explained the process of anesthetizing large trees for purposes of moving. A paper by E. J. Miller, chemist, Michigan State College, discussed the use of wax emulsion to retard desiccation.

Mrs. W. S. Jennings, chairman of the beautification committee of the state chamber of commerce, Jacksonville, called the attention of the conference members to the need for proper legislation for the continuance

of the Everglades National park project. D. R. Matthews, member of the state Lion's Club committee, outlined the part the Lion's Club has played in promoting the Everglades National park development. Landscape work upon the national forests, under the supervision of W. H. Reinsmith, landscape architect of the United States forest service, Atlanta, Ga., was discussed.

John W. Wilson, assistant professor of electrical engineering, and F. E. Smith, professor of electrical engineering, gave a demonstration of lightning protection. A talk entitled "Notable Trees of Florida" was presented with lantern slides by W. F. Jacobs, assistant state forester, Florida forest and park service.

W. A. Murrill, of the University of Florida, explained "How Our Trees Happen to Be Here." Other interesting talks were: "Business Ethics of Shade Tree Work," by Norman Armstrong; "Arboriculture—A Phase of Forestry," by A. Robert Thompson, of the national park service, Washington, D. C., and "City Park Planning," by H. L. Flint, a fellow in the American Society of Landscape Architects. A radio address was given by J. O.

Kirby, of the United States forest service.

Director Newins talked about the Austin Cary memorial forest of the university, its purposes and value. A discussion prepared by J. C. Gifford, professor of tropical forestry at the University of Miami, was given on the shade trees of southern Florida, by A. D. Barnes, superintendent of Dade county parks, Miami.

Ernest O. Buhler, in charge of community forests of the United States forest service, Washington, D. C., discussed the value of such a project to a forest community. J. T. Creighton, professor of entomology and plant pathology, explained the control of shade tree insects. Wesley O. Hollister, secretary of the National Arborist Association, Kent, O., spoke on "Legislation and the Arborist." He showed how delegates could aid in passing various laws.

Several resolutions were passed and a general discussion was held before the Friday afternoon session was adjourned.

Mrs. L. T. Nieland; R. M. Weakley, director of the Howard Tree Research Laboratories of Pennsylvania; Mrs. Fred B. Noble, chairman of the publications committee of the Federated Circles of the Garden Club, Jacksonville, and H. S. Wolfe, head of the

HARDY PLANTS

Transplanted to field spring 1938.

Alyssum Saxatile Compac-	100	1000
tum	\$4.00	\$30.00
Ajuga Reptans	5.00	40.00
Aster Barr's Pink	7.00	65.00
Aster Climax	5.00	40.00
Cerastium Tomentosum	4.00	35.00
Campanula Glomerata Superba	6.00	55.00
Daisy Elder Imp., divs., per 100	\$2.00	
Daisy Shasta The Speaker	6.00	55.00
Delphinium Belladonna	5.00	45.00
Dianthus Plumarius, dbl. old-fashioned	4.00	35.00
Dianthus Plumarius, sgl. old-fashioned	4.00	35.00
Helianthemum Fire Ball, dbl. red; 2-in. pots	5.50	50.00
Helianthemum Yellow Ball, dbl. yellow; 2-in. pots	7.00	....
Veronica Longifolia Subsessilis, true	6.00	50.00

New surplus list now ready. Write for it.
FOX NURSERY Elkhart, Ind.

Lombardy Poplar	Per 100	Per 1000
2,000 1 1/4-in. cal.	\$30.00	\$250.00
700 1 1/2-in. cal.	40.00	350.00

Amor River North Privet		
4,000 2 to 3 ft.	40.00	
4,000 3 to 4 ft.	50.00	

Morrowl Honeysuckle		
1,000 3 to 4 ft.	18.00	130.00
1,000 2 to 3 ft.	12.00	100.00
1,000 18 to 24 ins.	9.00	80.00

Concord Grapes		
25,000 2-year No. 1	3.00	25.00
Packing at cost; 25 at 100 rate, 250 at 1000 rate.		

NAGLE'S NURSERY
Benton Harbor, Mich.

TAXUS HEADQUARTERS

Brevifolia
Capitata
Cuspidata

Intermedia
Media Hatfieldii
Media Hicksii

Write Us

JACKSON & PERKINS COMPANY
Newark, New York

ORDER NOW

ASTER HARRINGTON'S PINK

The outstanding true pink Hardy Aster

3-in. pots . . \$25.00 per 100

BAY STATE NURSERIES

INCORPORATED
NORTH ABINGTON, MASS.

LINING-OUT EVERGREENS

Seedlings, assorted varieties and sizes:
Fir **Arbor-vitae** **Pine** **Spruce**
Rooted Cuttings, assorted varieties and sizes:

Arbor-vitae **Juniper**
From 2 1/4-inch Pots, assorted varieties and sizes:

Arbor-vitae **Juniper**
 Attractive prices and variety list on application.

Note: On potted liners we offer stock of definite and stated sizes.

SHERMAN NURSERY CO.
 Charles City, Iowa.

EXTRA FINE, VIGOROUS

Per 100 Per 1000
Red Pine (*Pinus resinosa*)
 6 to 10 ins., 4-yr. transplants...\$6.50 \$45.00
 5 to 7 ins., 3-yr. seedlings..... 3.00 18.50

White Pine (*Pinus Strobus*)
 4 to 6 ins., 3-yr. seedlings..... 2.00 13.50

Carefully dug and packed. Shipped by Express unless otherwise directed. 5 per cent discount and no packing charge for cash with order.

THE W. C. TROUT NURSERY
 3940 Fourth St. Road Jackson, Mich.

HILL'S EVERGREENS

Complete assortment of lining-out sizes
 Also larger grades for landscaping
 Send for our wholesale catalogue

D. HILL NURSERY CO.
EVERGREEN SPECIALISTS
 Largest Growers in America
 Box 402 DUNDEE, ILLINOIS

COMPLETE STOCK

Lining-out Evergreens
 and Shrubs

Write for list.

SCOTCH GROVE NURSERY
 Scotch Grove, Iowa

HERBS

Pot-grown plants; over a hundred varieties.
 Dried Herbs for Flavoring and Fragrance.
 Other plants of unusual character and
 with the charm of old-time gardens.

New Catalogue sent on receipt of 10 cents.
WEATHERED OAK HERB FARM, INC.
 Bradley Hills, Bethesda, Maryland

SPECIAL OFFER—CUSHION MUMS

The famous hardy **AZALEA-FLOWERED Mums**.
CAN YOU AFFORD NOT TO OFFER THEM????
PINK CUSHION, \$2.50 per 100; \$20.00 per 1000
RED, WHITE, BRONZE, \$6.00 per 100
THE NEW YELLOW CUSHION, \$10.00 per 100
STRONG WELL ROOTED PLANTS READY NOW
WONDERLAND NURSERIES, Ellerson, Va.

PHLOXES

If interested, write for price list.
 Can ship any time.

HENRY LE POIRE
 R. 2 Zeeland, Mich.

PEONIES

for Spring planting
 Ask for Special Offer

The Cottage Gardens
 Lansing, Mich.

department of horticulture, presided over the sessions of the conference.

The Southern Shade Tree Conference was concluded with a banquet, which was preceded by a reception in Bryan Lounge, attended by many visitors from throughout the south. W. F. Jacobs presided over the gathering as toastmaster. Mrs. Linwood Jeffreys, secretary of the Florida board of forestry, Jacksonville, spoke on "Florida State Parks" and in particular the work of the Florida board of forestry in the establishment of these parks.

The 1940 Southern Shade Tree Conference will be guided by R. M. Weakley; Mrs. Porter Baldwin, president of the Florida Federation of Garden Clubs, and H. S. Newins.

LOW TEXAS FREIGHT RATE.

By application of the railroads to the Texas railroad commission to remove the expiration date from item 2085-B, supplement 31, tariff 60-C, it is expected that the present intrastate rate for balled and burlapped nursery stock will continue, according to W. C. Griffing, of Griffing Nurseries, Beaumont, Tex. He hopes it is possible to obtain the same rate for all the southwestern states and possibly to reduce rates on balled and burlapped stock in Texas, with the result that most of the stock would be transported by rail rather than by truck.

HOUSTON RADIO TALK.

As guest speaker on a series of garden programs conducted by the Garden Club of the Air and sponsored by the Gulf Oil Co., G. Bobb Head, Jr., a young landscape artist with the Griffing Nurseries, gave a lecture on "Spring Gardens" recently. These programs are directed by Mrs. Ralph Conselyea, program chairman, and may be heard each Wednesday and Friday at 10:30 a. m. over station KPRC, Houston, Tex. The talk on spring gardening by Mr. Head was in keeping with the National Garden Club convention then in session at Houston.

THE McKay Nursery Co., Madison, Wis., recently purchased a 160-acre farm adjoining one of the nurseries at Waterloo. This additional land will be used for feeding livestock to furnish barnyard manure for soil building. The firm now has an acreage of approximately 400 acres.

SPECIAL 10,000

SILVER LACE VINES

(*Polygonum Aubertii*)
 2-year No. 1.

\$10.00 per 100 \$1.50 per 10

Grown by experts

Write for our Complete Wholesale Catalogue.

KRIDER NURSERIES, Inc.
 Middlebury, Indiana

HOLTON & HUNKEL CO.

10 100
 rate rate

Juniperus Pfitzeriana, Spreading, 18 to 24 ins., xxx, B&B...\$2.00 \$1.80

Black Hills Spruce
 2 to 3 1/2 ft., xxx, B&B..... 2.00 1.50

Juniperus Virginiana Keteleeri
 2 1/2 to 3 ft., xxx, B&B..... 2.00 1.75
 2 to 3 1/2 ft., xxx, B&B..... 2.25 1.90

Write for complete list of evergreens!

P. O. Box 1747 Milwaukee, Wis.

EVERGREENS

Lining-out and Specimens
 Fruits and Shrubs

Write for price list

J. V. BAILEY NURSERIES
 Dayton's Bluff Sta. St. Paul, Minn.

LINING-OUT STOCK B & B EVERGREENS

Write for our complete catalogue

T. G. OWEN & SON, INC.
 South's Largest Florists and Nurserymen
 Columbus, Miss.

WILLIS NURSERY Co.

Wholesale Nurserymen

Write for Catalogue

OTTAWA - - KANSAS



EVERGREENS

For Seventy-five Years
 Growers of Quality Evergreens
 Lining-out Stock a Specialty
 Write for Trade List

EVERGREEN NURSERY CO.
 Established 1864 STURGEON BAY, WIS.

ELMS FOR SALE

Will sell cheap
 2000 American—1000 Chinese Elms
 2 to 3-in. caliper, 12 ft. high
 1000 choice Evergreens.

M. SCHIESSLE, PARK RIDGE, ILL.
 12 miles northwest from Chicago loop.

AMOR RIVER NORTH PRIVET HEDGING

Extra fine, low branched, smooth, young
 18 to 24 ins., 4 br. and up.....\$25.00
 6 to 15-in. liners, will grow into pretty
 penials..... 7.50
Spiraea Froebelii, 6 to 15-in. liners..... 12.50
 Packing free. These low prices are based on cash
 with order or 25 per cent down with order, balance c.o.d.
ALTA VISTA NURSERIES Davenport, Iowa

ANALYSING ADVERTISING

XI.

Visualizing the customer you wish to serve not only prevents your taking in more territory than your type of business warrants, as suggested in the preceding issue, but it also is useful in the preparation of advertising copy.

One advertising man who achieved a notable reputation for his sales literature attributed his success to that very thing. In preparation for writing a form letter or a circular, he dictated a personal letter to a person who was exactly representative of the group he wished to reach. In so doing he made his statements definite and concrete, directly to the point, instead of vague and wide-spreading as is apt to be the case with form letters written as such. When the letter had been dictated, he pruned out of it any personal references, so as to make its message of more general application.

The nurseryman may find himself a better advertising copy writer than he expected if he will forget for the moment that he is writing for publication and merely put down on paper just what he would say directly to a customer either about his service or about the stock he wishes to sell. When the meat of the message is once set down, it is then easy to determine how it is to be presented—headlines, display, illustrations, etc.

Glittering adjectives may add emphasis or enthusiasm to advertising copy, but the words that do the selling are the statements of fact in nouns and verbs. Just as the habitual user of profanity is left without means to convey extreme emotion in a crisis, so the habitual user of such adjectives as "beautiful," "lovely," "charming," etc., finds it difficult to distinguish in plant descriptions between the items that are merely pleasing and those that are really striking.

Speaking to a customer in the field, you would point out the individual qualities of a plant, those things that differentiate it from others, making it a superior sort that you wish to recommend. The same direct approach in advertising copy is most certain to get your ideas across. "Write as you would talk" is an old bit of instruction,

but still excellent advice. If you know your plants, you have no difficulty in talking about them effectively.

GOTHAM FAIR PLANTINGS.

In spite of what may be termed a rather severe winter in and around New York, considerable progress has been made on the plantings at the New York world's fair. The nurserymen and landscape contractors feel that their work can be considered right up to schedule, along with other construction programs on the fairgrounds, and that the planting will all be in readiness for the opening of the fair, May 1.

The Outpost Nurseries, Ridgefield, Conn., are doing the planting at the American Bell Telephone Co. building, which is the largest landscape planting on the fairgrounds. The same firm is doing the landscaping for the Radio Corp. of America, General Electric Co., Petroleum Industries, Budd locomotive works, United States government building, Missouri state building, Electric Utilities Farm Group, Standard Brands, Inc., and a planting contract known as No. 99-238, which includes two miles of highly landscaped section running along the entire east boundary line of the fair-

AMERICAN NURSERYMAN

grounds and the Flushing Meadows park.

This company is also planting Sun Valley, the winter wonderland, for Swain Nelson & Sons Co., Glenview, Ill., and is supplying the large trees and other plant materials for the General Motors building, which is being planted by Clauss Bros., Chicago.

Outpost trees are also being used at the administration building, Gardens on Parade, Constitutional Mall, Theme Center, Spiral garden, Avenue of Pioneers and the Avenue of Patriots.

Much has been accomplished since Outpost Nurseries planted the first tree, a 40-foot oriental plane tree, April 6, 1937, on what was then 1,000 acres of barren ash dumps and which, at the opening of the fair, will have been transformed into one of the greatest and most picturesque gardens ever developed in this country.

Henry Nye, in charge of the world's

BARGAINS TO CLOSE OUT SURPLUS

All heavy landscape material for immediate effect.

	10	100
Acanthopanax Pentaphyllum (Aralia).		
4 to 5 ft., well branched..	\$2.50	\$22.50
3 to 4 ft., well branched..	2.00	17.50
2 to 3 ft., well branched..	1.50	12.50
Exochorda Grandiflora (Pearl-Bush).		
5 to 6 ft., well branched..	\$2.50	\$22.50
4 to 5 ft., well branched..	2.00	17.50
3 to 4 ft., well branched..	1.50	12.50
Forsthias, Fortunei, Intermedia, Viridissima.		
3 to 4 ft., well branched..	\$1.50	\$12.50
2 to 3 ft., well branched..	1.25	10.00
18 to 24 ins., well branched..	.75	6.00
Jasminum Nudiflorum.		
24 to 36 ins., bushy.....	\$2.50	\$20.00
18 to 24 ins., bushy.....	2.00	17.50
Lonicera Fragrantissima.		
4 to 5 ft., well branched..	\$2.50	\$20.00
3 to 4 ft., well branched..	1.75	15.00
2 to 3 ft., well branched..	1.25	10.00
18 to 24 ins., well branched..	.75	6.00
Chinese Magnolia, Purple Saucer, B&B.		
5 to 6 ft., heavy.....	\$30.00	\$275.00
4 to 5 ft., heavy.....	25.00	225.00
3 to 4 ft., heavy.....	15.00	125.00
Philadelphus, Coronarius, Grandiflorus, Lemnol.		
5 to 6 ft., heavy branched..	\$2.00	\$17.50
4 to 5 ft., heavy branched..	1.75	15.00
3 to 4 ft., heavy branched..	1.25	10.00
Spiraea Anthony Waterer.		
2 1/2 to 3 ft., heavy, bushy..	\$2.75	\$25.00
2 to 2 1/2 ft., heavy, bushy..	2.25	20.00
18 to 24 ins., heavy, bushy..	1.75	15.00
Spiraea Prunifolia.		
5 to 6 ft., heavy, bushy..	\$3.25	\$30.00
4 to 5 ft., heavy, bushy..	2.75	25.00
3 to 4 ft., well branched..	1.75	15.00
Spiraea Thunbergii.		
3 to 4 ft., heavy clumps..	\$2.75	\$25.00
30 to 36 ins., heavy clumps..	2.25	20.00
Spiraea Vanhouttei.		
5 to 6 ft., heavy clumps..	\$2.25	\$20.00
4 to 5 ft., heavy clumps..	1.75	15.00
3 to 4 ft., heavy clumps..	1.25	10.00
Weigelas, Rosen and Hendersonii.		
5 to 6 ft., well branched..	\$3.00	\$27.50
4 to 5 ft., well branched..	2.25	20.00
3 to 4 ft., well branched..	1.75	15.00

Write for full list of Shrubs, Evergreens, Shade Trees and Lining-out stock.

FRASER NURSERIES, INC.

P. O. Box 465, Birmingham, Ala.

—LINING-OUT EVERGREENS—

	Per 100	1000 lot per 100
JUNIPERS		
400 Andorra, 8 to 10 ins. TT.....	\$15.00	\$13.00
500 Andorra, 10 to 12 ins. TT.....	20.00	18.00
250 Canadensis, 6 to 8 ins. TT.....	15.00	13.00
400 Tamariscifolia, 8 to 10 ins. TT.....	17.00	15.00
350 Waukegan, 8 to 10 ins. TT.....	15.00	13.00
300 Horizontalis, 8 to 10 ins. TT.....	18.00	13.00
300 Horizontalis Alpina, 10 to 12 ins. TT.....	15.00	13.00
500 Blue Creeping, 8 to 10 ins. TT.....	15.00	13.00
BUXUS		
700 Sempervirens, 10 to 12 ins. TT.....	12.00	10.00
450 Suffruticosa, 8 to 10 ins. TT.....	20.00	15.00
25 at 100 rate, 250 at 1000 rate.		

Independence Nurseries, Inc.
Independence, O.

NORTHERN NURSERYMEN

For a full line of NORTHERN-GROWN Nursery Stock, including Forest Trees, Shade Trees, Fruit Trees, Shrubs, Flowers and Small Fruits, see March 1 issue

American Nurseryman
page 22.

ORDER NOW FOR IMMEDIATE DELIVERY!

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Yankton, South Dakota

Attention Please!

Maloney Bros. Nursery Co.
Wholesale surplus list
offers many bargains.

Fruit Trees, Shrubs, Roses, Evergreens.

Write for it today. We have every facility for packing out dealers. Try us.



**Maloney Bros.
Nursery Co.**
Danville, New York

We specialize in
APPLE AND PEACH TREES

Strawberry, Asparagus, Raspberry and Blackberry plants.
Grapevines, 1 and 2-year.

OUR MANY YEARS' PRODUCTION EXPERIENCE COMBINED WITH OUR FAVORABLE LOCATION ENABLES US TO OFFER STOCK THAT MUST PLEASE AT PRICES YOU WILL APPRECIATE.

Submit your definite list for quotations.

BOUNTIFUL RIDGE NURSERIES
Princess Anne, Md.

THE CRESCO STRAWBERRY

"A superior Dunlap type"

Ask for circular

500 plants... \$8.50 5000 plants... \$45.00
1000 plants... 9.95 10000 plants... 85.00

W. A. Bents Nurseries
Cresco, Iowa

**Our Specialties Are
GRAPEVINES, CURRANTS,
STRAWBERRIES**

General line of Small Fruit plants
Trade list sent on request

L. J. RAMBO'S WHOLESALE NURSERIES
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SMALL FRUIT PLANTS

Evergreens — Shrubs
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Send for Complete Trade List
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New Carlisle, O.

**CHIEF RASPBERRIES
RED LAKE CURRANT**

Hardy Fruit Tree Seedlings
Americana Plum Manchurian Crab
ANDREWS NURSERY CO. Faribault Minn.

Wholesale Growers of

Grapevines, Currants, Gooseberries,
Blackberries and Raspberries

Let us quote on your requirements

FOSTER NURSERY COMPANY, INC.
69 Orchard St. Fredonia, N. Y.

STRAWBERRY AND SMALL FRUIT PLANTS

State inspected, certified, guaranteed good; roots moss wrapped. Blakemore, Klondike, Missionary, Aroma, Dunlap, Gandy, Bellmar, 1000, \$2.00; 10,000, \$17.50. Premier, Dorsett, Fairfax, Catakill, 1000, \$2.50; 10,000, \$22.50. Progressive, Mastodon, Gen. everbearers, 1000, \$5.50; 5000, \$25.00. Acme Thornless Youngberry and Boysenberry, 100, \$3.00; 500, \$21.00; 1000, \$40.00. Standard Youngberry (thorny), 100, \$2.50; 500, \$9.00; 1000, \$15.00. Kudzu Growns, 2-year-old, 100, \$1.50; 500, \$6.75; 1000, \$12.50. Shipped direct to you or your customers.
SHELBY PLANT FARMS, Memphis, Tenn.

fair landscape division, reports that of the many hundreds of large trees planted the loss will be somewhat less than one per cent, which is a new high in successful transplanting of large trees, that only a few years ago normally reached more than ten per cent.

NEW YORK STATE NEWS.

Inasmuch as the nurserymen's case on unemployment insurance before the industrial commissioner of the state department of labor was denied last January, an appeal has been filed with the board of appeals of the department of labor on the basis that the decision was erroneous both in law and in facts, according to Paul V. Fortmiller, chairman of the legislative committee of the New York State Nurserymen's Association. His committee is working in coöperation with one from the Long Island Nurserymen's Association and one from the Allied Retail Nurserymen's Association, being represented by counsel and prepared to fight to the limit.

The same groups are working in behalf of a state appropriation for research. Special bills introduced in the legislature in 1937 and 1938 failed to pass. Though the item was unanimously approved by the agricultural conference board and by the board of trustees of Cornell University, it was struck out by the governor's budget committee this year. Efforts are being made to restore it in the supplemental budget.

The committee has taken up with the commissioner of labor the definitions of agricultural labor and outside salesmen in the proposed state wages and hours bill, and a conference will be held if the legislation becomes active.

THE Bay City Nursery has been established at 3116 Pico boulevard, Santa Monica, Cal., with Roland J. Gaupel as the manager.

ADOLPH GASCH, Arlington Heights, Ill., when returning from Rockford, March 4, encountered two men dressed in furs walking along the highway. These men, accompanied by a dog sled mounted on wheels and drawn by eight Huskies, were headed for the New York world's fair. They had started from their homes in the Canadian Arctic circle. Mr. Gasch gave the men and dogs a ride to Dundee, which was greatly appreciated.

**WHOLESALE TRADE LIST
JUST ISSUED**

Lower prices on Evergreens, Deciduous Trees, Shrubbery, Berry Plants, Barberry Thunbergii, green and red; Evergreen Barberry, Glossy Privet, California Privet, Lining-out Stock, 2-yr. Budded Apple Trees, Peach Trees in quantity—Hale Haven, South Haven, Elberta, etc.

It would be to your interest to have our new trade list which will be mailed on request. For large quantities mail us list for Special Letter Prices.

The Westminster Nurseries
WESTMINSTER, MARYLAND

**BOYD NURSERY
COMPANY**

McMinnville, Tennessee

WHOLESALE GROWER

of
**Tree Seedlings and
Lining-Out Stock**

Write for Prices on Peach Pits

POPLAR TREES

(Twice Transplanted)

SIMON'S POPLAR

Each
6 to 8 ft. 40c 1 1/4 to 1 1/2-in. cal. .65c
8 to 10 ft. 50c 1 1/2 to 2-in. cal. .75c

BOLLEANA POPLAR

Each
6 to 8 ft. 50c 1 1/4 to 1 1/2-in. cal. \$0.85
8 to 10 ft. 65c 1 1/4 to 2-in. cal. 1.00

RIVERSIDE NURSERIES, INC.
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THE NEW FREDONIA GRAPE

Grown in the famous Chautauqua-Erie Grape Belt.

Strong 1-year, No. 1 Vines.
LOW WHOLESALE PRICES.

FAIRMOUNT FARM
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ELBERTA PEACH TREES

and other leading varieties

Maples - Illex Crenata - Pin Oaks
Quality Line Priced to Sell
HOWARD-HICKORY CO.
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STRAWBERRY PLANTS

Special low prices on 10 leading varieties of Northern-Grown Plants.

General line of Small Fruit Plants,
Rhubarb and Asparagus Roots.
Ask for our Latest Price List
KRIEGER'S WHOLESALE NURSERY
Bridgman, Michigan

GRAPEVINES

Complete list of varieties, with special offer on Fredonia and Portland cuttings and lining out.

Send list of your wants in small fruits.
H. E. Congdon Nursery
North Collins, N. Y.

Coming Events

CENTRAL PLANT BOARD.

The fifteenth annual meeting of the Central Plant Board, which is made up of representatives from the states of Michigan, Ohio, Indiana, Kentucky, Wisconsin, Illinois, Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska and Kansas, will be held at the Hotel Lowry, St. Paul, Minn., March 21 and 22. All nurserymen are urged to attend this meeting, at which time will be given for the discussion of any topic that the nurserymen may wish to bring up. The program follows:

MARCH 21, 7:30 P. M.

Report of the secretary and treasurer, by P. T. Ulman, Indiana.

Appointment of committees by President L. M. Gates, Nebraska.

President's address, by L. M. Gates.

Report of representatives on the National Plant Board, by E. L. Chambers, Wisconsin, and Carl J. Drake, Iowa. J. C. Dawson, Missouri, alternate.

MARCH 22, 9:30 A. M.

"Emergency Insect Control Appropriations," by T. L. Aamodt, Minnesota.

"Nationally Controlled Interstate Shipment of Nursery Stock," by E. L. Chambers.

Round-table discussion by states.

"Present Restrictions on the Introduction and Interstate Movement of Living Insects and Plant Pathogens," by E. R. Sasser, United States Department of Agriculture.

"European Corn Borer in Indiana," by Frank N. Wallace, Indiana.

Report by states.

"Symptoms and Nature of Relatively New Strawberry Troubles," by J. B. Demaree, United States Department of Agriculture.

MARCH 22, AFTERNOON.

"Observations on Insects in South America Likely to Be Introduced into the United States," by C. J. Drake, Iowa.

E. C. Stackman, University of Minnesota, will speak on a subject that is to be selected.

"Alfalfa Weevil Developments," by C. M. Packard, United States Department of Agriculture.

"Revision of the Federal Plant Quarantine Act," by Lee A. Strong, chief of the bureau of entomology, United States Department of Agriculture.

"The Use of Methyl Bromide for the Treatment of Quarantined Plant Products," by Lon A. Hawkins, United States Department of Agriculture.

"Japanese Beetle in 1938," by Erle G. Brewer, United States Department of Agriculture.

Report by states.

Informal dinner for regulatory officials to be held at 6 p. m.

Executive session for all regulatory officials.

THE C. C. Mossbolder Nursery has been established at Burbank, Cal.

LANDSCAPE MEETING.

The landscape architecture section of the Michigan Academy of Science, Arts and Letters will hold a meeting March 17 and 18, at the Michigan Union, Ann Arbor. T. Glenn Phillips, chairman of the landscape section, will preside. The program follows:

MARCH 17, 10 A. M.

"Some New and Unusual Plant Materials for Michigan Parks and Gardens," by R. D. Slack, department of landscape design, University of Michigan.

"Growing Rhododendrons, Azaleas and Other Ericaceous Plants in Michigan Parks and Gardens," by E. M. Stanton, Westcroft Gardens, Grosse Ile.

"Studies on the Recreational Use of Land in Cheboygan County," by Wendall Taylor and H. W. Whittemore, department of landscape design, University of Michigan.

MARCH 17, 1:30 P. M.

"Improvement in Michigan State Parks by the C. C. C.," by W. J. Kingscott, superintendent of Michigan state park division.

"Interesting and Unique Developments at the Waterloo Project, Chelsea, Mich.," by Hubert A. Lamley, superintendent of the Waterloo project.

"Planting Design, an Asset or a Liability in Architectural Composition," illustrated, by A. D. Taylor, landscape architect, Cleveland, O.

Annual dinner, section of landscape architecture, Michigan Academy of Science, at 6 p. m.

Symposium: Professional practice. President's address.

MARCH 18, 9:30 A. M.

"Preparing and Handling a W. P. A. Project for Landscape Development," by G. D. McCallum, assistant superintendent of parks, Flint.

"Planning and Developing the Modern Farmstead: Functional Aspects," by Harry M. Musselman, agricultural engineering department, Michigan State College.

"Planning and Developing the Modern Farmstead: Development Aspects," by Roy B. Hull, Purdue University.

"Landscape Architecture in China," by Florence Robinson, department of landscape architecture, University of Illinois.

MARCH 18, P. M.

Business meeting.

Open meeting, Detroit chapter, American Society of Landscape Architects.

SOUTHWESTERN NOTES.

Roy F. Jennings, Garden City, Kan., is planning to enter the nursery business in the near future.

John Nagle, Englewood, Colo., a suburb of Denver, reports that he is starting a nursery.

Tom Kiser has established a nursery at Big Spring, Tex. He is planning to set out five or six acres of trees and plants.

The week of February 20 the southwest was visited by a severe cold wave, which extended into Texas and Louisiana. In some sections the temperature dropped as much as 60 degrees in twenty-four hours, the resulting cold being so severe as to stop all outdoor nursery operations. There have been no reports of serious injury to nursery stock in the field, however. It is believed that nursery stock in Louisiana and Texas was not far enough advanced to be hurt. There is a general deficiency of moisture over the southwest, in some places of serious proportions. This lack of moisture may be a determining factor in the amount of nursery business done in the spring.

D. L. Moody, who has been a tree surgeon at Kansas City, Mo., since 1927, is starting a landscape nursery.

Fred Eshbaugh, nurseryman at the Fort Hays experiment station, Hays, Kan., recently visited nurseries at Ottawa and Manhattan. Under a new policy recently adopted, the Hays station will no longer grow nursery stock, but will continue to distribute it under the Clarke-McNary act. The station has plans for increased experimentation on plant material suitable for western Kansas.

W. R. Yerkes, Jr., Hutchinson, Kan., began work February 1 for the Sarber Nursery Co., Topeka, as landscape architect. Mr. Yerkes, who is a graduate of Kansas State College, is

ROSES FOR SPRING SALES

Place your orders now for spring delivery to assure you of the varieties you want. Below is a partial list of our varieties:

RED

Catalonia
Catherine Kordes
Glowing Carmine
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Mrs. E. P. Thom
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Edith Nellie Perkins
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TRI-COLOR

Betty Uppichard
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We also have many others. Send for complete list with prices. We still have a complete line of Baby Roses for forcing in the No. 1 grade only.

Use business stationery please.

PETERSON & DERING, INC.

Wholesale Rose Growers

Scappoose, Oregon



WRITE for our 1939 descriptive
Wholesale Trade List.
(For the trade only)

Lining-out Stock

Balled Stock

Fine Pfitzer Juniper Cuttings
now ready.

SHERWOOD NURSERY CO.

Evergreens

Propagators & Growers

141 S. E. 65th Avenue PORTLAND, ORE.
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Portland Wholesale Nursery Co.

306 S. E. 12th Avenue
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To the Trade Only

A complete line of
Nursery Stock and
Nursery Supplies.

Catalogue sent on request.

A. MCGILL & SON

FAIRVIEW, OREGON

Wholesale Only

ROSES

Send us your list of wants

Fruit Tree Seedlings

Flowering Ornamental Trees

Shade Trees

Grown right and packed right

Combination carloads to eastern distrib-
uting points save you on freight.

THORNLESS HONEY LOCUST

*Mile-high grown.

3-yr. transplanted, well branched trees with
strong, straight central leader, positively no
thorns.

4 to 5 ft. 10, \$3.00; 100, \$24.00

3 to 4 ft. 10, 2.00; 100, 16.00

"Almost Thornless"

Some show a few short spines. We'll sell these
for less money.

4 to 5 ft. 10, \$2.25; 100, \$18.00

3 to 4 ft. 10, 1.50; 100, 12.00

A few have reverted to type; long, stout thorns,
but well shaped straight trees.

4 to 5 ft. 10, \$1.50; 100, \$12.00

3 to 4 ft. 10, 1.00; 100, 8.00

Our list offers western-grown Evergreens, Trees,
Shrubs, Perennial specialties for western gardens.
Sent on request.

FRANK M. RICHARD, JR.

P. O. Box 363 Fort Collins, Colo.

*Mile-high grown means better quality.

ORENCO NURSERY CO.

Orengo, Oregon

WHOLESALE GROWERS

Fruit, Shade, Flowering Ornamental
Trees, Fruit-tree Seedlings, Roses, Etc.

Very complete line of quality stock

Catalogue sent on request.

a nephew of G. E. Yerkes, of the
United States bureau of plant indus-
try.

The Willis Nursery Co., Ottawa,
Kan., has been awarded a contract to
landscape the grounds of the Frank-
lin county courthouse. The project is
the result of cooperative efforts of
the city of Ottawa, the chamber of
commerce and Franklin county.

Miss Mary McCandliss, who with
her sister Rhea operates a landscape
business at Topeka, Kan., has been
seriously ill for more than a month,
but is now recovering her health and
is able to be up part of the time. The
Misses McCandliss recently obtained
some good advertising through a fea-
ture article in the Topeka Daily Cap-
ital about the winter care of ever-
greens.

T. Russell Reitz, Kansas director
of the prairie states forestry project,
has announced that the shelterbelt
nursery at Manhattan will be dis-
continued, to be reestablished at Abi-
lene.

One of the finest things that could
happen to the middle west was the
snow which fell beginning February
27, covering the region from the
Rockies to the Mississippi. This
much-needed moisture, equal to one-
half to two inches of rainfall, has
made nurserymen much more opti-
mistic, as it is bound to result in in-
creased planting.

The Chandler Landscape & Floral
Co. was represented by an elaborate
garden display at the better homes
show held recently in Kansas City.

L. W. Patrick has recently started
a retail nursery business at Waterloo,
Ia.

The Wichita Nurseries, Wichita,
Kan., have been awarded a contract
to landscape the new school building
at Eldorado, Kan.

Mr. and Mrs. John W. Sarber, of
the Sarber Nursery, Topeka, Kan.,
are both seriously ill with influenza.

Bids will be opened March 17 for
two roadside improvement projects in
Wyandotte county, Kansas, the fol-
lowing nursery stock being specified:
112 Russian olive, 55 hackberry, 95
pin oak, 359 American elm, 118 Chi-
nese elm, 94 Pfitzer juniper, 13 scopu-
lorum juniper, 190 red cedar, 86
Austrian pine, 32 yellow pine, 209
Spiraea Vanhouttei, 275 Tamarix
hispida, 55 Paul's Scarlet roses, 753
setigera roses.

FRUIT and SHADE TREE SEEDLINGS

Oregon and Washington Grown

Apple, Pear, Mahaleb, Mazzard,
Myrobalan

Quince (rooted cuttings)

Chinese Elm Seedlings

Complete Line General Nursery Stock.

Chinese Elm, Transplanted Specimens.

Norway Maple, Lining-out Whips.

Send list of your wants for prices.

New catalogue now ready.

Combination carloads to eastern distrib-
uting points.

MILTON NURSERY CO.

A. Miller & Sons, Inc.

Since 1878

Milton, Oregon

ILEX PERNYI

A slow-growing Holly from China,
with small spiny leaves and bright
berries.

6 to 8 ins., 2-yr., 3-in. pots.....25c

8 to 10 ins., 3-yr., 4-in. pots.....40c

10 to 12 ins., 3-yr., 4-in. pots.....45c

Catalogue mailed on request.

DOTY & DOERNER, Inc.

Route 6

Portland, Oregon

New Rose TEXAS CENTENNIAL

(Red Hoover)

Plant Patent No. 102

Ask for color illustration
and prices.

Also for our general list
of roses.

DIXIE ROSE NURSERY

Tyler, Texas

PACIFIC COAST NURSERY

2244 N. Skidmore Court

Portland, Ore.

We have a surplus of Mazzard, Mahaleb,
Myrobalan, Quince, Pear and Apple seed-
lings in all grades. Samples upon re-
quest.

John Holmason, Prop.

Grade Count List
Field-Grown
ROSES
Write for Copy
HOWARD ROSE CO.
Hemet, California



Apple and French Pear Seedlings

No. 1, \$7.00 No. 2, \$5.50 No. 3, \$4.00

Apple and Pear grafts to order.

Contract growers of seedlings and
fruit trees.

INGALLS NURSERY CO.

Tieton, Wash.

New Books and Bulletins

FLOWERING SHRUBS.

Persons familiar with the publications of the Royal Horticultural Society will understand how interesting is the volume of 272 pages on "Ornamental Flowering Trees and Shrubs," which is a report of the conference held by the society in London, April 26 to 29, 1938. Papers containing experiences on growing these trees and shrubs, their uses in various aspects and their treatment as to propagation and pruning were circulated beforehand and taken as read; each author spoke shortly on his subject, illustrating it with lantern slides, and the audience was then invited to discuss it. The book issued by the society containing these papers, with illustrations, and the resulting discussions is an interesting and informative collection of material on flowering cherries, crabs, barberries, cotoneasters, viburnums, philadelphus, deutzia, lilacs, magnolias, camellias, sorbus, cydonia, crataegus and similar trees and shrubs. The volume is available from the secretary of the Royal Horticultural Society, London, for 10 shillings, 6 pence.

GARDEN OF LARKSPURS.

In a new book, "The Garden of Larkspurs," Dr. L. H. Bailey continues the series begun by "The Garden of Gourds" and "The Garden of Pinks" and provides a practical discussion of the uses and cultivation of all species of larkspur which have been found adaptable in the United States. More than 100 supposed species are accounted for. The method of approach is somewhat out of the ordinary, with the thesis being "to understand delphinium as a cultivated plant." Annual and perennial forms are included, five major groups being cited in as many chapters, as well as red larkspur, to which a special section is devoted.

Besides the factual information on soil, drainage, fertilizing and mulching, and location of beds, Dr. Bailey includes an important enumeration of 113 varieties and expert advice for those who wish to breed or hybridize larkspur. There is also a scale for judging larkspurs at flower shows.

A chapter on delphinium diseases

is contributed by Leon H. Leonian, editor for the American Delphinium Society. Another, on pests, is written by W. E. Blauvelt, of Cornell University, Ithaca, N. Y.

The book is illustrated with twenty-five decorative pen drawings and has a frontispiece and endpiece in color. There are 116 pages, including an index. Bound in blue cloth, the volume, which is published by the Macmillan Co., sells for \$3 per copy.

DAFFODILS AND LILIES.

Two recent publications of the American Horticultural Society are the "American Daffodil Yearbook" and the "American Lily Yearbook," which may be obtained for 50 cents and \$1 per copy respectively, from the office of the secretary of the association, at Washington, D. C.

The daffodil publication is a 64-page booklet, attractively prepared, with splendid half-tone illustrations, of which sixteen are full-page, depicting

narcissus varieties. Of particular interest are the chapters headed "Season 1937 Notes," by Jan de Graaff; "Daffodils in a Long Island Garden," by James Esson; "Some Notes on the Jonquil Section," by Alfred Bates; "Notes on Triandrus Hybrids," by B. Y. Morrison, president of the American Horticultural Society, and the proposals regarding revision of the R. H. S. narcissus classification.

The annual on lilies consists of 112 pages, bound in stiff boards, and, like the previous publication, is noteworthy for full-page half-tones supplemented by drawings. Of particular interest to lily growers will be the opening article, "Practical Considerations in the Control of Lily Mosaic," by L. H. McDaniels, who states that there is every reason to expect that a program of control can be worked out for the disease that will enable growers to live with it. Helen M. Fox contributes an article on "Lilies at Foxden," and in briefer fashion the same writer supplies notes on several special types. The book contains a bibliography on

SHADE TREES

ELM, AMERICAN	Per 10	Per 100
8 to 10 ft.	\$5.00	\$45.00
10 to 12 ft.	6.50	60.00
2 to 2½-in. cal.	12.50	115.00
2½ to 3-in. cal.	20.00	175.00
3 to 4-in. cal.	Each, \$3.00	27.50
ELM, CHINESE		
6 to 8 ft.	8.50	75.00
8 to 10 ft.	11.00	100.00
10 to 12 ft.	13.50	125.00
MAPLE, NORWAY		
8 to 10 ft.	7.50	65.00
10 to 12 ft.	10.00	90.00
1½ to 2-in. cal.	12.50	115.00
2 to 2½-in. cal.	17.50	165.00
2½ to 3-in. cal.	22.50	215.00
3 to 4-in. cal.	35.00	300.00
MAPLE, SCHWEDLER		
8 to 10 ft.	12.50	115.00
10 to 12 ft.	15.00	135.00
MAPLE, SILVER		
8 to 10 ft.	3.50	30.00
10 to 12 ft.	5.00	45.00
1½ to 2-in. cal.	7.00	65.00
2 to 2½-in. cal.	10.00	90.00
2½ to 3-in. cal.	16.00	150.00
POPLAR, CAROLINA		
8 to 10 ft.	5.00	45.00
10 to 12 ft.	7.50	65.00
POPLAR, LOMBARDY		
5 to 6 ft.	1.00	10.00
6 to 8 ft.	2.00	18.00
8 to 10 ft.	3.00	22.50
10 to 12 ft.	4.50	35.00

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Waynesboro, Virginia

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Fine 2-year Apple, 11/16-in. up, \$15.00 per 100.

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Fine 1-year Peach, 11/16-in. up, \$14.00 per 100.

Varieties: Hale, Elberta, So. Haven, Ea. Elberta, Golden Jubilee, Red Bird.

This is all nice true-to-name stock and the last call to sell this stock.

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Wanted in Quantity

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Carpinus Betulus, 5 to 6 ft. and larger. Oak in large sizes.

Malus, 5 to 8 ft., 6 to 8 ft. and up.

Oriental Plane, 2-in. cal. and up to 5 to 6-in.

Rosa in different species.

Cornus mas, bushy, 5 to 6 ft., 6 to 8 ft. and larger.

Viburnum prunifolium.

Rhamnus cathartica and *Frangula*.

Hippophae rhamnoides.

Elaeagnus umbellata.

Shepherdia.

Populus alba.

Rosa rugosa.

Rosa rugosa alba and *spinosissima*.

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CARLOAD LOTS

ELM, American, Moline and Vase, up to 4 ins. All transplants.
 MAPLE, Norway, up to 3½ ins. Transplants, extra select, spaced 7x7 ft.
 POPLAR, Lombardy, up to 2 ins.
 WILLOWS, Thurlow, up to 3 ins.
 BARBERRY, Thunbergii, up to 2 to 3 ft.
 SPIRÆA, Vanhouttei, up to 5 to 6 ft.
 APPLE, 2-year.
 CHERRY, 1-year.
 PEACH.

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lily writings, a reference to experimental projects under investigation and a list of lilies offered in catalogues, keyed to their sources.

BULLETINS RECEIVED.

"Relation of Magnesium Deficiency in Grapefruit Leaves to Yield and Chemical Composition of Fruit," by B. R. Fudge, associate chemist, Florida agricultural experiment station, Gainesville, published as technical bulletin 331, January, 1939, tells the results of a 3-year study of yield and chemical composition of fruit and foliage of four varieties of grapefruit, as affected by various fertilizers. The conclusion reached was that applications of magnesium-bearing fertilizers will prevent bronzing and thereby reduce alternate bearing to a minimum.

"Soil Testing Methods," issued January, 1939, as circular 127 by the Connecticut agricultural experiment station, New Haven, and written by M. F. Morgan, discusses the Universal soil-testing system. The circular is a condensation and revision of bulletin 392, issued in 1937. The bulletin describes how to determine the nutrient conditions within the soil by means of comparatively simple tests. In order to obtain a representative test of a field or plot of ground, the sample of soil should be a thorough mixture of equal amounts of soil collected at twenty or more points fairly distributed over the land, including both high and low spots. The soil extracting solution used is a 0.5 normal solution of acetic acid which has been brought to a pH of 4.8 by the use of sodium acetic acid. The bulletin goes on to tell of the method of making the soil solution, reagents to use in tests for nitrate, ammonia, phosphorus, potassium, calcium, magnesium, aluminum as well as reagents to use for special tests, such as for iron sulphur, etc. Also discussed are the various procedures, equipment, interpretation of tests, application of tests to drainage water from soils and soil reaction.

OBSERVATION is made that trees which had been fed by the bar-hole method for years resisted the New England hurricane much more successfully than those in the average lawn. The latter developed roots just below the surface, seeking the plant food supplied for the lawn, and consequently were without deep anchorage in the soil.



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 5x3x8 ins. deep, for
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 perennials 25.00
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 plants and small per-
 ennials 6.00
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 seedlings and young
 plants 15.00

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 6x9x2¼ ins. deep,
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OBITUARY.

Louis U. Strassburger.

Louis U. Strassburger, who has served as president of the Outdoor Arts Co., Inc., Chestnut Hill, Philadelphia, Pa., for over twenty years, died March 7. His death, which came suddenly, was a great shock to his associates in the realm of horticulture as well as in the fraternal and other organizations with which he was actively affiliated.

A graduate of Rutgers College, New Brunswick, N. J., he had been actively engaged in landscape architecture and engineering for over forty years. His first assignment as engineer after leaving college was on the Duke estate, Somerville, N. J., where for the firm of Thomas Meehan & Sons he carried out many of the large engineering projects of that famous property.

During his life he was accorded high honors in Masonry and served as grand commander of the Knights Templar of Pennsylvania in 1937 and 1938.

Always interested in boy welfare, he held office as treasurer of the famous Boys' Club of Germantown, Philadelphia. He was also a leader in instituting the Order of De Molay for boys in Pennsylvania.

In his memory may I pay tribute. He was a man of wonderful ability, of integrity and of the highest ideals in life.

Edwin Matthews.

George N. Titus.

George N. Titus, 71, retired nurseryman, Waynesboro, Va., died March 2 after a brief illness. He was a native of Nemaha, Neb., and was engaged in the nursery business there before going to Waynesboro in 1931. He organized the Titus Nursery Co. and in 1935 sold his interests to Waynesboro Nurseries, Inc.

Surviving Mr. Titus are his widow, Mrs. Amelia Nusbaum Titus, a sister and two brothers.

Julius J. Bonnell.

Julius J. Bonnell, Bryn Mawr, Wash., died of a heart attack February 27. He was 64 years old. Born in Hersin-Compigny, France, in 1875, Mr. Bonnell graduated from four horticultural schools in that country. When still young he was sent by the French government to visit the Pacific coast, where he made an extensive horticultural survey before returning home.

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THE GARDEN SHOP, INC., 4819 Mission Road, Kansas City, Kan.

Returning to the United States in 1897, he built a small nursery in the Montlake district of Seattle. A year later he moved to Bryn Mawr.

He made several trips to Europe and Asia to collect specimens of rare foreign plants. Twice president of the Pacific Coast Nurserymen's Association, he was also a member of the Washington State Nurserymen's Association, the American Association of Nurserymen and the Seattle chamber of commerce. He also contributed much time and plant materials to various civic organizations.

Besides aiding in the designing of the Blaine peace portal on the Canadian border, Mr. Bonnell had charge of all floral displays at the A. Y. P. exposition and was in charge of landscaping the state capitol grounds at Olympia. He was also actively interested in the University of Washington arboretum.

Mrs. Elizabeth Beaudry.

Mrs. Elizabeth Beaudry, wife of William E. Beaudry, a landscape architect at Chicago until his retirement in 1920, died February 27, at Los Angeles, Cal., at the age of 78.

Besides her husband, Mrs. Beaudry is survived by a daughter, Mrs. Victor Mense, and a son, William A. Beaudry, of William A. Beaudry & Associates, Chicago, who traveled to Los Angeles for the funeral services and burial March 1.

W. D. Griffing.

W. D. Griffing, of Griffing's Interstate Nurseries, Macclenny, Fla., died February 26 at Miami. Born in New York, Mr. Griffing moved to Florida with his four brothers about 1885,

TIE

cut flowers—rosebushes—shrubs—perennials—for store and individual trade or retail mail orders—small fruits—counted seedlings—young plants—and so forth.

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where they started in the nursery business.

As the south began to grow they extended their nursery holdings into Texas, Alabama and Mississippi. Each of these branch units were under the direction of one of the Griffing brothers. Later the death of one of the brothers brought about a revision of the properties. W. C. Griffing as-

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AROUND THE ROOTS it is far superior to the sphagnum moss commonly used for this purpose.

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sumed management of the Texas nurseries, which he operates today as the Griffing Nurseries, Beaumont, Tex. W. D. Griffing, the oldest of the broth-

ers, remained at Macclenny, Fla., where he operated the Griffing's Interstate Nurseries until the time of his death.

Mr. Griffing is survived by his widow, two adopted sons, Larry and John, and two brothers. Funeral services were held at Miami, February 28.

ARKANSAS NURSERY.

The Benton County Nursery Co., Rogers, Ark., was started in 1915 by T. J. Jacobs, who leased land for growing nursery stock in the vicinity of Rogers and maintained an office in his home. The business flourished, and in 1919 Mr. Jacobs built a packing shed and office. In 1932 he acquired his own land. At first he bought a few acres near Van Buren, but he soon began to concentrate on bringing his interests closer to Rogers, and he now grows stock on 500 acres near there. Recently the local newspaper devoted several columns to the story of the enterprise.

The office now occupied is situated on a 75-acre tract about one-half mile south of Rogers on U. S. highway 71. The building is 60x158 feet, of red brick, and houses eight office spaces and a double-deck packing and storage department. Located near the office is the seed department building. The grounds are landscaped and contain lily and fish ponds with underwater lighting. They are considered one of the show places of the Ozarks, attracting many tourists.

During the seasonal rush, in February and March, from sixty-five to eighty people are employed, and about twenty-five in the slack period. Over 200,000 copies are mailed of a catalogue listing over 2,200 different varieties of plants, seeds, shrubs, evergreens, trees, bulbs and vines. Last year the company shipped stock to thirteen foreign countries.

FOR PEACH BORER.

As more effective in controlling borers in peach trees, easier to apply, less dangerous to the tree and less expensive, ethylene dichloride is advocated by Dr. D. M. Daniel, entomologist at the New York state experiment station.

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It is more effective in cool weather than in hot weather and can therefore be used later in the autumn than can the old treatment with paradichlorobenzene, which requires a soil temperature of 60 degrees or above to be effective. It appears to be safer on young trees as well as more effective than the so-called "crystal ring" treatment with "P. D. B."

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Special offer in lining-out sizes.

8,000.....	6 to 8 ins., x.....	Each
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Each x indicates one transplanting.
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CATALOGUES RECEIVED.

[In writing for a copy of any of the catalogues reviewed below, please mention that you saw it described in the American Nurseryman.]

Chase Nursery Co., Chase, Ala.—Bulletin of eleven pages as spring surplus list includes deciduous shrubs, lining-out stock, vines and broad-leaved evergreens.

Gillett Fern & Flower Farm, Inc., Southwick, Mass.—An 8-page pocket-size booklet as wholesale trade list. Included are rhododendrons, wild flowers, azaleas and ferns. Retail catalogue includes same stock and is well illustrated.

E. C. Moran, Medora, N. D.—Mimeographed sheet of wholesale offerings for spring 1939, junipers and native flowering plants.

Griffing Nurseries, Beaumont, Tex.—A 32-page catalogue as Griffing's landscape book for 1939. This well illustrated catalogue lists a general line of nursery stock and materials native to the south.

E. W. Townsend & Sons, Salisbury, Md.—A 48-page catalogue featuring Townsend's strawberry plants. Also included are fruit trees and small fruits.

Buntings' Nurseries, Inc., Selbyville, Del.—Pocket-size price list of nursery stock for spring of 1939. Listing includes fruit trees, small fruits, perennials, shrubs, vines, broad-leaved evergreens and lining-out stock.

Carl S. English, Jr., Seattle, Wash.—Five mimeographed sheets listing native seeds from the Pacific northwest.

Rhode Island Nurseries, Newport, R. I.—Pocket-size catalogue of twenty-four pages as wholesale price list for spring 1939 of a line of general nursery stock.

Empire Nursery & Orchard, Baileyton, Ala.—Printed folder as wholesale trade list of fruit trees, ornamentals, lining-out stock and peach pits.

THE Bryant Nursery, 3045 North Central avenue, Phoenix, Ariz., has been purchased by J. A. Berridge, Jr.

THE Parkersburg Nurseries Co., Parkersburg, W. Va., has been incorporated, with \$10,000 capital. Claude W. Crawford, C. A. Ruf and W. G. Peterkin, all of Parkersburg, are the incorporators.

W. L. FULMER, Seattle, Wash., president of the Washington State Nurserymen's Association, returned recently from a trip to the Hawaiian Islands. He reports that he spent an enjoyable six months.

R. D. UNDERWOOD, president of the Jewell Nursery Co., Lake City, Minn., is undertaking what he has long wished, but been unable to do, make a personal visit to numerous customers of the firm. He has started on a tour through Michigan, Ohio and Indiana, accompanied by his son, Julian M. Underwood, who is interested with his father in perpetuating the 70-year-old business.

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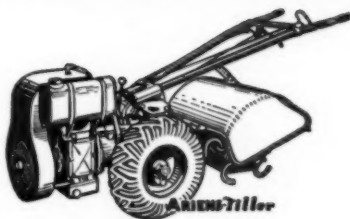
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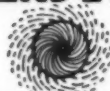
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